
NATIONAL SOLAR ENERGY

INDUSTRY - RESIDENTIAL SOLAR

CLIENT DESCRIPTION

National Solar Energy provider for home consumers across the US based on incentive plans offered by state government. The solution provides home owners a low cost of entry, cleaner environmental platform and a reduction in energy costs.

CUSTOMER REQUIREMENTS

Within 45 days deploy a sales team of lead producers and closers in multiply regions across the western US. SFI was engaged to perform residential lead generation programs along with providing the senior sales team to close the business.

SFI SOLUTIONS

Develop multiple teams in different regions that would be responsible for locating the opportunity and close the deal.

RESULTS

SFI hired, trained and managed 5 teams of 5 lead generators and closers in multiple territories that successfully launched the solution to homeowners. SFI was able to effectively and efficiently secure leads and close business for our client.