

USInternet Support

Industry

Professional Services – Information Technology

Client Description

USInternet Support is a provider of web infrastructure support and delivery.

USInternet consisted of over 200 employees with revenue exceeding \$20M. Based in the Northeast corridor with sales efforts across the US.

Customer Requirements

Quickly and effectively launch and manage a sales force to win market share.

SFI Solutions

SFI entered into an agreement to develop their marketing message, develop their ideal client profile, setup their organizational structure then manage their sales force. SFI developed all compensation plans, quota assignments, recruited, trained and managed a sales force of 50 representatives across the eastern seaboard.

Results

SFI hired, trained and managed a team of 50 sales executives that grew revenue from \$10M to over \$35M in one year.