



Client:  
Numeritas Ltd

Industry:  
Finance Modelling  
Firm

A hand holding a crystal ball that reflects a city skyline, with the Burj Khalifa visible in the background. The scene is set during sunset or sunrise, with warm lighting. A white geometric triangle graphic is overlaid on the top right.

# CASE STUDY

Hypergrowth Programme



## WHY THEY CAME TO SME SKILLS:

- Having been established for around 7 years the owners, Stephen and Denver had a great reputation and a consistent turnover of around £30k a month and strong partnerships with companies like Deloitte/ Pwc etc. their team were all on the delivery side, hence experienced some low troughs when it came to sales results
- Firstly, they needed a strategy which would help them to deliver consistent results and secondly, they wanted a sales process which would help them to close their prospects faster



## WHAT SME SKILLS DID FOR THEM:

- We took them on our 6 months hypergrowth programme. We ran a 1-day bespoke sales planning day. Where we covered all areas of their sales process, strategy and pitch so that they could grow in a systematic manner
- They now have a strong sales team and funnel and very clear KPIs and weekly review and management by Stephen, which the entire team are focused
- Our weekly sales calls and monthly meetings helped monitoring their progress, development and growth



## THE RESULTS:

- **After 6 months on our program they went from £30k to £60k a month, on a consistent basis**
- **Now is that the entire team is focused on generating leads through the sales channels, meaning that they are getting more opportunities. They are even in a position where they are able to refuse opportunities that aren't suitable**
- **The results lead to Numeritas extending their program with SME Skills so for continued monitoring and guidance**



## WHY THEY HIRED SME SKILLS:

- For an effective sales strategy
- For a sales process which could be faster and more efficient
- To monitor the development of the company to make sure they grow
- To change the current team's mentality towards sales to double their turnover
- To become more systematic in their sales approach
- To eliminate the low months



## "WHEN SALES MATTER WE DELIVER"

SME Skills Academy would love to help you in your journey to grow your business, we are an experienced, passionate and motivated team of consultants, who take great pride in helping businesses flourish.

We run many events and seminars around the UK, if you'd like to find out more of what we can do for you please come and join us.



## CONTACT DETAILS

**Website:** [www.smeskills.co.uk](http://www.smeskills.co.uk)

**Telephone:** 020 3195 2888

**Email:** [info@smeskills.co.uk](mailto:info@smeskills.co.uk)

If you have any other questions at all please do get in touch, we're more than happy answer.