



GoEnergy Natural Gas Company Gets New Pipeline!

BUSINESS ISSUES

Natural gas and energy sector was flat resulting in low growth. Referrals were not delivering results expected.

Sales people hired were “Farmers” not “Hunters” resulting in untrained executives doing Business Development

THE SOLUTION

GoEnergy engaged the GetMoreSales Sales execution team to hunt for new business.

RESULTS

Our turnkey approach helped GoEnergy avoid the cost of hiring fulltime Business Development staff.

Added to a major beverage provider preferred vendor list within 60 days, and closed 3 new contracts within 90 days.

GoEnergy had a differentiated sales approach from competition.

THE BUSINESS

GoEnergy is an energy marketer providing natural gas and electricity supply to niche commercial energy markets.

They specialize in natural gas and electricity hedging, developing customized energy solutions based on current and previous consumption patterns.



“SPI has helped us fill the gap. They were able to identify new business for us and open doors with companies that had no previous relationship with us. Most importantly, their warm transfer of the prospect made it easy for us to engage them in a sales conversation ”

- Steve Sabeau, President

Turning Your Vision into Money!



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