

Background & Problem

A precision engineering company, whose sales had dropped from £5 million to £2 million over three years, causing losses of £100,000 per month. It had absentee owners and a weak management team.

Action Taken

A technical sales team of five people was quickly built, three from within the company and two from outside. Quoting for work was revolutionised and a rigorous follow up procedure adopted. New computer systems were installed in line with modern requirements. Changes in working practices on the factory floor, plus some new equipment made production more efficient. Training and new leadership improved morale and output.

The Result

The company was at break even after five months at which point a new M.D was appointed and the sales continued to grow month on month.

**If you want to find out more about any of the areas covered in this case study
and how we can support your business – contact us today.**