

// Case Study

Network Medics

// Challenge : :

After 9 years in business, Managed IT Service Provider, Network Medics had yet to have success hiring a salesperson that could perform. It was becoming extremely frustrating and costly. They had the direction they wanted to go, the metrics they needed to hit, and the delivery team ready, they just needed performers to take the plan and run.

// Solve : :

For the cost of 1 entry level AE, Network Medics hired Mickeli & the Closers Team in hopes that they could at least move the needle a bit. Closers implemented their proven playbook, coached them on charging for things they were previously giving away, and extended the standard agreement terms from 12 months to 36 months.

// Outcome : :

Network Medics' revenue skyrocketed and was predictable for years to come. Within 2.5 years they were successfully acquired.

“We are an outsourced IT company, Closers is an outsourced sales company...the concept made sense to us. What we did not anticipate is the immediate value of hiring a group of experts to do something that we had struggled with in the past. Thanks to them we hit double digit growth.”

- James Matheson, President & Co-Founder, Network

