

Strengthening Revenue and Conversion through Structured Sales Discipline



About the Client

One of the largest HR staffing companies in Asia, serving enterprise clients across multiple industries.

Their Challenges



Weak Account Management



Poor Sales Scalability



Inefficient Compensation



Price Pressure



Low Sales Productivity

Case Study

Client

HR Staffing Company

Location

Asia

Industry

HR Staffing

Turnover

\$ 530 Mn (pre-engagement)

Engagement Period

15 months

Why they chose Bizwin



Framework & Methodology



Comprehensive Solutions Range



Background of Consultants



Execution Focus



Our Solution

SAGE Framework and ADVICE Methodology

Key initiatives included:

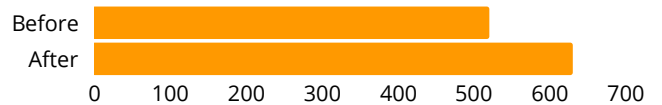
- Strengthened lead management and conversion discipline
- Streamlined recruitment and sales workflows
- Defined metrics and standardized performance tracking
- Improved account management structure
- Redesigned compensation alignment
- Enabled teams through structured reviews

Results

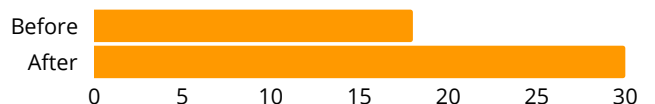
- Increased annual bookings significantly
- Improved proposal conversion rates
- Higher sales productivity
- Stronger revenue predictability
- Better account discipline

Impact

12-Month Bookings (\$ Mn)



Proposal Conversion (%)



GET IN TOUCH

info@bizwinconsulting.com

www.bizwinconsulting.com

India

+91 98450 28256

+91 80419 03265

USA

+1-800-705-8143

Sweden

+46 00 8578770

UAE

+971 50 963 8256