

inbusiness

call center management

TELESERVICES

After growing at more than 250% per year for 6 years, IBT selected us to help it redefine itself as a national provider of teleservices to financial, healthcare and utilities.

In 6 months, we produced a new corporate identity, redefined the sales management process, created all new training tools and programs, designed an interactive presentation tool, and conducted motivational speaking engagements for the new hires.

Following the rollout, the company saw an increase in sales efficiencies of nearly 900%. New client acquisition improved and rates advanced to support the better company image.

**You need
inteloquence.™**



Inteloquence™

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SALES
CAMPAIGN