

CASE STUDIES – ESTABLISHED BUSINESSES

THE CHALLENGE

Sykes and Son are the oldest construction company in London, being able to trace their roots back to 1759.

They now look after some of the Capital's most prestigious and recognisable buildings such as the Tower of London, the Royal Household and Canary Wharf.

After a period of change in the management team the board at Sykes were keen to take the business development capabilities of the business to a new level.

Sykes have built an amazing reputation thanks to such a prestigious client list, but have found that the large proportion of work that is now put out to tender has meant that they needed to make a step change in the quality of their responses.

THE SOLUTION

Sales Engine were brought in to help the team at Sykes define a completely new business development strategy and agree focus areas for improvement.

Our consultants have become an integral part of the Sykes business development team, performing numerous roles from advisors on strategy to helping write key parts of major submissions and critiquing core content to hone each bid.

We have also worked with the team on training and coaching to help up skill the business.

THE RESULT

After a couple of hard years Sykes are now experiencing growth again, and in the first six months of working with Sales Engine have won in excess of **£3m of new contracts**.

The look and feel and quality of all bids leaving the business is now far higher, and the business development team are now in the process of implementing new processes and new technology (all supported by Sales Engine) to help make them ever more efficient and effective.



0800 328 0817