

SALES CONVERSION SUCCESS STORY



TESTIMONIAL → *Anonymous case*



We faced the challenge of ensuring legal compliance in brand licensing while seeking to increase our company revenue.

In collaboration with Echez Group, we developed a sales generation project aimed at medium and large companies in Latin America, which resulted in a significant increase in licensing revenues. This allowed us to implement effective strategies and take timely actions, and we surpassed the project's initial objectives, achieving 125% compliance compared to the initial indicator.

The work done by Echez Group led to solid results, which proved the value of our technological solution to our clients

Sales Manager



CUSTOMER REVIEW

World leader in design and creative technology. With expertise in architecture, engineering, construction, design, manufacturing, and entertainment.

CHALLENGE

Verify legal compliance with brand licensing, ensuring revenue growth.

IMPACT

With the implementation of the demand generation solution, the client was able to:

- Increase in the licensing revenue of the solution offered by the company.
- Generate excellent teamwork, applying strategies and taking actions suggested by Echez when required.

SOLUTIONS

Thanks to the implementation of the solution, the company achieved:

- The development of a sales generation project in Latin America of a specific solution aimed at medium and large companies.

RESULT

The positive impact of the implemented solution on the client is demonstrated by:



We Exceeded the initial project indicator, where we achieved a customer compliance of 125% of the projected result.

