

# Case Study: SNS



Here's 60 seconds with one of our clients SNS Building Products Ltd who came to Get Ahead VA in need of a speedy sales solution:

## What situation was your business in when you first came to Get Ahead VA?

Unfortunately a member of staff had just left due to ill health, leaving us in a situation where we needed to fill a business development role very quickly. The role involved getting appointments with key decision makers to maintain growth and strengthen relations with existing clients.

## How did we help solve the problem for you?

Rebecca at Get Ahead VA provided a quick and efficient service. Within a very short space of time she sourced a suitable virtual assistant to fill the role. Jane had all the experience required and was able to start immediately. Jane created a spreadsheet from our CRM database to effectively sort our customer contacts – current and prospective – into areas. She then selects an area per day and books in appointments so that I can spend the most amount of time talking to clients and the least amount of time travelling. Everything is entered into our CRM system and into a shared calendar so that it is clearly planned out and records are maintained. She creates a snapshot report on each client prior to each meeting, as well as providing other support materials such as maps. This ensures that I have all the relevant information to hand and I can focus on what I do best – growing my business.

## Services delivered:



**Database Management**



**Business Development**



**Admin**

## What difference did this make to your business?

Getting someone in the role has allowed us to maintain continuity of appointments. This has enabled me to keep in touch with key clients and continue to grow the business. Overall it has been an effective solution for our needs.

“ SNS Building Products are extremely organised and working with them is seamless, its a pleasure to work with a company and team who are supportive, proactive, every changing and ahead of the curve in their industry ”



Jane, VA