



evyrgreen
NETWORKING
FOR TEAMS

Buxton

Case Study



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About The Client

Buxton is a SaaS developer, an analytics partner, and a trusted advisor. They are a leader in the retail, restaurant, healthcare, public sector, private equity, CRE, automotive, and hospitality industries. Buxton has worked with over 5,000 clients to better understand customers and enable companies, large and small, to realize their growth potential.



The Challenge

Buxton turned to Evyrgreen Networking for Teams when they realized that their sales tactics weren't generating them enough revenue or meaningful conversations. They wanted to expand their reach through different channels and had heard about the power of LinkedIn but didn't know where to start.

Buxton's sales team consists of approximately 30 business development and sales representatives. They knew they needed to open the door for more meaningful conversations to generate real opportunities and that LinkedIn was the place to accomplish that goal. But LinkedIn was a dark hold for the team at Buxton.



The Solution

Buxton's Director of Marketing hired Evyrgreen Networking to conduct a series of workshops for their entire sales team that spanned over 6 months. These in-depth workshops provided Buxton's sales team with everything they needed to know about LinkedIn to get more clients through the door.

During the workshop their team was engaged, educated, and entertained. They were thrilled to receive effective tools and strategies that were going to help them meet their quotas.

The Outcome

Thanks to Evyrgreen Networking for Teams, the team at Buxton started to connect with the right people, book meaningful conversations with their ideal clients, and created a new pipeline of new business within just 90 days of working with us.

“Evyrgreen Networking for Teams is a must for any business development or sales organization because their training is effective to the bottom line. They gave us the strategies to stop wasting time on LinkedIn and start having meaningful conversations with qualified leads. They did it all in a fun, entertaining, and engaging way. I highly recommend Evergreen Networking for Teams to any sales or business development organization looking to add more revenue to their business.” – Melissa L. CEO, Buxton



Need help generating qualified conversations and growing revenue with LinkedIn?

Book a strategy session with a team member to learn about how Evyrgreen Networking for Teams can help you.

LET'S TALK



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More Referrals, Valuable Relationships on LinkedIn