

Client X increases their bottom line by 10% *

- An Altitude Success Story-

A retail organisation approached Altitude to improve profit in a national family owned business that had been operating for a number of years but their growth had plateaued.

How we helped their business

We started a coaching process with the business owner and with one of their Area Leaders with the aim to shape their business culture and structure to enable greater success and boost growth.

Through coaching we achieved the following successes:

The Re-design of the Store Manager role

- Developed a new incentive system and “business ownership” system for Store Managers who are now able to buy into the profit of their stores and feel an emotional engagement with their store’s business
- Re-designed the Store Manager role into that of a Team Leader who motivates and inspires their people to perform
- Developed leaders by providing them with new processes of how to conduct their meetings and to manage performance

Change of recruitment practices to hire people with passion for sales

- Re-designed the role of the sales consultant to inspire passion for sales
- Developed a new recruitment process with an emphasis on finding sales people with passion

Restructure of the senior leadership team

- Advised on placing the right leaders in positions where they could implement much needed changes to the business.

There are more changes planned and we will keep you posted on our successes!

*Due to client confidentiality, Altitude is unable to release the name of the client in this success story.