

HVAC INSIDE SALES

Rich Enterprises is pleased to serve the HVAC industry. Our cold calling services allow your outside sales reps to focus on closing, while we focus on lead generation and appointment setting. We help your business obtain new HVAC maintenance agreements within your HVAC service area.

- Cold calling and prospecting
- Lead generation campaigns
- Appointment setting services
- Inside sales outsourcing

Serving the HVAC industry since 2005.

Connect with us



Telephone:
888-443-5247

HVAC Challenge

With our present economic situation, businesses should be concerned with expenses and eliminating unnecessary costs. With that in mind, our clients have adopted an aggressive marketing strategy to reach new business prospects regarding maintenance agreements. In addition to providing top-notch service to their existing customer base, they needed to differentiate themselves in the marketplace to attract new business and have used our services to reach their market.

HVAC Solution

Our HVAC clients have implemented a program that allowed the account representative to offer "no cost analysis of their maintenance agreement/contract for new clients. With this meeting, they are evaluating the business maintenance contract at no charge to the business. The hope is to start a relationship building process with businesses to gain their long term business.

Our role involves cold calling and inside sales functions, so that we can generate quality business leads or sales appointments for your sales team based upon your strategies. We can qualify your leads based upon the square footage under air, current energy costs, gather information regarding their current maintenance contract, or your prospects interest level.

Our programs start with a minimum of ten hours per week. Based on the impact and success of the program, our clients can add additional hours to their program as our success and momentum grows. We have one HVAC program that is currently running 160 hours per month.

- Rich Enterprises has served the HVAC industry since 2005.
- Specializing in HVAC and facility management services.
- Nearly 500,000 HVAC outbound marketing calls.

Contact Us Today - Please do not hesitate to contact us at (888) 443-5247 if you would like further information or would like a complete proposal.

Program Benefits

- Qualified sales leads and appointments
- Sales prospecting in your area
- Customized program to suit your needs

