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## QFUSION LABS

### INDUSTRY - EDUCATION

#### CLIENT DESCRIPTION

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Cubit provides a complete integrated STEAM (science technology education arts math) solution for schools K-12.

#### CUSTOMER REQUIREMENTS

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Quickly and effectively launch and manage a sales force to increase revenue growth and market share

#### SFI SOLUTIONS

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Sales Focus was contracted to develop a sales and marketing plan, implement process and then launch a focused team of sales professionals that can make contact with three distinct decision makers groups within schools and School Districts – School Principals, District Superintendents and Science Directors

#### RESULTS

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The Sales Focus inside sales team for Cubit continue to build relationships within the school districts throughout the USA, which is creating brand identity, completing sales and building revenue growth