

# MERCURI INTERNATIONAL CASE STUDY

## THE CHALLENGE

Mercuri International has been working with Kuehne + Nagel, a leading global provider of fully integrated supply chain solutions, for over 5 years in Canada and the USA for both general sales process and strategic accounts.

Challenges have been in the following areas:

- Sales Leadership
- Sales Productivity Planning
- Consultative Planning
- Negotiation Skills
- Presentation Skills
- Sales Coaching
- Customer Service

## THE SOLUTION

Mercuri International have developed and tailored all development modules that takes into consideration the existing global Mission and Vision statements, translating into tools and action plans to achieve specifically defined results. These development modules are also being used by other parts of the worldwide organization.

*“Over the last few years, I have worked both internationally and directly in Canada and the United States with Mercuri International. Currently, we are perpetuating this partnership due to the rewarding experience to date.”*

Joerg Hennecke Vice President, Kuehne + Nagel

## THE RESULT

- Mercuri helped unify the Kuehne + Nagel’s sales team with a common set of tools and language that keeps the team moving positively in the same direction.
- Kuehne + Nagel has seen success and direct correlation to increases in new business
- National sales managers found great success using MI structures