

Turnaround

In a turnaround or failing business situation most effort is spent looking at the bottom line, making the business leaner by reducing costs and cutting waste. This is an essential part of the process but what happens when all the costs have been cut? You are still left to turn around the business and improve revenue performance.

Rowan specialises in focusing on the Top-line to help turn around the business and improve sales results. Rowan works with end clients, Banks, Accountants and other institutions to stimulate sustainable growth by getting to the root cause of sales issues.

Rather than focusing on the bottom line and cost reduction, we focus on top-line performance and stimulating new sales.

- Sales force audit and change implementation
- Market audit & implementation
- Product development
- Diversification
- Outsourced sales