

HVAC & Contracting Wins in First Year

About Our Partner

Since 2016, our Maryland partner has been redefining excellence in the Mechanical and HVAC industry. Their talented team skillfully navigates everything from small service calls to large commercial construction projects, ensuring timely, efficient, and precise work.



Engineering Growth Strategies

Realizing the need for aggressive growth in their service and controls department, our partner turned to us after hearing another partner sing our praises at an industry conference. To avoid the hassle of hiring and training a large sales and marketing team, they turned to Abstrakt BDR. They recognized our expertise as a more affordable and effective solution for achieving their expansion goals.



Laying the Foundation for Business Development

We crafted a tailored approach, identifying companies within their service area that met specific qualifiers, such as air-conditioned space or team size. Through diligent research and relationship-building with key decision-makers, we gathered insights into their mechanical contracting and HVAC needs. Our strategy focused on establishing the necessity of our partner's services, leading to setting up sales appointments on their behalf.



A Major Project Win

One notable success was with an apartment complex, where an appointment we set opened doors to a significant opportunity. During the initial meeting, our partner discovered the project that they had expressed interest in discussing was a two-phase project spanning two years. This partner's expertise and approach impressed the client, leading to them being awarded a project worth \$1,300,000.00.

Dynamic Growth

In under a year, our collaboration has been resulted in:

Over 70 qualified appointments set

More than 5,000 calls made

Custom surveys completed for nearly **200 companies**

Build a steady and predictable sales pipeline.
Trust Abstrakt to power your HVAC and construction sales forward.

