


Harrier Information Systems Pvt Ltd Nagpur	
Case Synopsis Harrier is a first generation IT Development Company with focus on BSFI sector. Stockpile is the product of Harrier which was developed to calculate the index of National Stock Exchange, India. The company has some great clients like CRISIL, CIBIL, NSE and Derivium to name a few. The lead generation however was through references only. Lead engagement did not follow any structured process and Pricing policy was in dire need of a fresh logic.	
Key Deliverables <ol style="list-style-type: none">1. Set up a new Sales Management System with benchmarks and trade off ranges.2. Reference Selling and Cross Selling systems were initiated	
Footprint USA, Dubai, Singapore, India	