



## WE ARE GROWING LEAD BY LEAD

The journey of Service leads was started in January 2018 and in just over a year and a half, RentokilPCI is achieving great heights and growing stronger day by day.

RPCI has seen an amazing growth trend of 106% against June 2018, along with a 12% + month on month growth, for service lead conversion value, in 2019 itself. All of it has been possible due to continuous efforts on all fronts.

We have achieved highest submission conversion level till date in June'19 of 284 Lacs.

The top three regions with the highest YTD achievements are

- Abhishek Kulshrestha- 190 lakhs
- Sanjay Mishra- 130 lakhs
- Wasim Bari- 107 lakhs

Encouraged by these phenomenal results we are now aiming for Mission 317 i.e. to achieve 317 lakhs per month via lead conversions.

With everyone contributing to the pool of leads, we have a few colleagues who have performed tremendously well in the month of May-June'19 and have been awarded an additional 50% on the incentives earned during the period, under various categories.

### Highest Converted Value



**Amal Kar - Patuli**

### Highest Submission with >50% Conversion



**Subhash Chand - Ludhiana**

### 100% Conversion Hit Rate



**Pravinsinh Solanki - Jamnagar**

**Amal Kar** from Patuli worked for 17 years for a CBU account but unfortunately, we lost the contract. He however didn't lose touch with the customer and visited the site at regular intervals to maintain the relationship, and his efforts gave fruit when the customer wanted to renew his contract with us.

**Subash Chand** has been working with RPCI since last 14 years and has a very strong connect with the local community in Ludhiana. His ability to understand and address the needs of the customers resulted in these quality leads.

**Pravinsinh Solanki** attributes his success in submitting quality leads, to his presence of mind and training received from his operations desk at Jamnagar.

**Akhilesh Singh** from Sonipat has achieved a great feat by bagging a lead worth more than 5lacs, thus earning an incentive of 25.5k for June'19.

He observed occurrence of termites while performing a PPS job at a customer's site who deals in paper manufacturing. This raised an alarm and made him realize paper/cellulose is the source of food for the termites and so he jumped into action by offering our TSPO services and thus addressing the customer's pain point.



**Akhilesh Singh - Sonipat (Karnal)**

Continue connecting with customers even when we aren't serving them . It helps build strong recall

What we  
can Learn

Providing remedy for a customer's problem displays our **integrity** thus increasing their trust and they start thinking of us as a partner and not just a service provider

Every big success story starts with a humble beginning. Never stop dreaming and always be **performance driven**