



**Client**

**Aggreko UK**

**Company Overview**

Aggreko is a market leading manufacturer and supplier of power, temperature control and air related products and solutions to multiple market sectors around the world

**Target Sectors**

Pharmaceuticals, Data Centres, Refineries, Banking & Finance, Other, Facilities Management

**Targeting Approach**

- End User Clients
- Appointed 3<sup>rd</sup> Parties; Facilities Management and Managed Services

**Services Provided**

- Opportunity Creation & Appointment Setting: Introductory/Project Specific/Strategic
- Project Identification & Tracking
- Key Account Development
- Sector Profiling – Rail and Oil Refineries
- Territory Development - Ireland
- Business Intelligence & Customer Specific Qualification

**Links**

To see the testimonial please click [here](#) or visit the [Aggreko UK](#) website

**Sample of Opportunities Created**

Target Area	Client Engagements
Pharmaceuticals	GlaxoSmithKline, Pfizer Ltd, United Drug, Forest Tosara Products Ltd, Eli Lilly & Company, Roche Ireland Ltd, Clonmel Healthcare Ltd, Baxter Healthcare Ltd, Cahill May Roberts Group Ltd, Recordati Ireland Ltd, Forest Laboratories Ltd, Gerard Laboratories Ltd, Allergen Pharmaceuticals Ltd, Boston Scientific Ireland Ltd, Clonmel Healthcare Ltd, Athlone Laboratories Ltd, Abbott Laboratories Ltd
Data Centres	Citigroup Centre, Barclays Group, Sun Life Financial of Canada, Credit Suisse First Boston, Telehouse, Future-Tech SCI Ltd, Keysource Ltd, Telecify, Pfizer Ltd, BAA Ltd, Debenhams Retail Plc, Clyde & Co, Commerzbank, BT Group Plc, BlueSquare Data Services, CPP, Axiom Managed Services Ltd, B&Q, Equinix, Royal Bank of Scotland, Lloyds of London, Senokian, Data Centre Services Ltd



**T: 01604 881414**  
**E: [info@resultsglobal.com](mailto:info@resultsglobal.com)**  
**W: [www.resultsglobal.com](http://www.resultsglobal.com)**

Refineries	Exxon Mobil Chemical Ltd, Shell Stanlow Manufacturing Complex, Total UK Ltd, ConnocoPhillips Whitegate Refinery, PetroPlus, Ineos Manufacturing Scotland Ltd
Key Account Development	Carillion Plc, Kier Group, Mitie Managed Services, Norland Managed Services, Interserve Plc, Integral
Clients	Morgan Stanley, Goldman Sachs, BNP Paribas UK, British Airways Plc, Zurich Financial Services, Black Rock Investment Management, Merrill Lynch, KPMG, Invesco Perpetual European, Nationwide Building Society, AXA PPP, Royal Bank of Scotland, Tishman Speyers & Marsh, Unilever Plc, Coca Cola, Fujitsu, WHSmith, Selfridges & Co, The British Museum, DVLA, BSKYB, The Wellcome Trust