

Brief

UAB Tankos has been operating in Lithuania since 2001, with a passionate team known for its expertise in metal transformation and high-quality craftsmanship.

CEO, Paulius Dailidonis, found a Repserve leaflet at a trade show purely by chance. Due to their notable reputation and high-quality work, Tankos was operating at almost full capacity in their factory. However, Paulius had identified a gap in the French market. If he could generate more business in this region, it would help enable the expansion of their production capabilities.

Solution

Reserve and Tankos worked together to screen and interview candidates in the French market, eventually settling on 50% allocation for a Regional Sales Manager based in Bordeaux who had experience with the specifiers of high-end retail rollouts.

Case Study:



Beyond the craft

UAB Tankos specializes in creating bespoke furniture, shop fittings, and custom metalwork for retail stores, hotels, and furniture manufacturers. Through precision manufacturing and tailored solutions, Tankos meets the highest quality standards in the commercial and hospitality sectors.



"The Repserve model of fractional representation works for us. I always propose Repserve to other CEOs I'm in contact with."

— Paulius Dailidonis

Result

- As Tankos' customized approach has a specific target market, Paulius knew revenue generation was not going to be immediate, and patience was key to their success.
- Tankos received a recent order generated by their fractional Regional Sales Manager for EUR 250,000.

"As we continue to expand our production capacity, we will be taking more fractional Regional Sales Managers through Repserve in different regions to bring in new business." Paulius Dailidonis | CEO, UAB Tankos