

Personalised print and mailing services



... *customer p*



The K2 sales team covers the whole UK from Scotland to the south coast and a one-stop call will ensure the personal attention of an Area Sales Manager within hours.

The integrated Sales and Customer Services departments combine sales and account management, communication, planning and technical skills to understand the critical aspects of a project and develop the most effective solutions.

The customer partnership philosophy was a founding principle on which K2's reputation has been built.

That is the heart of the business... the principle which quickly turned the company into the UK's fastest growing direct mail producer.

But the partnership ethic means more than that.

Alongside the culture of excellence in service it has been responsible for preventing the company from evolving solely around production schedules. Instead it evolves - and revolves - around the needs of individual customers.

And that direction and commitment has led Sales Director Richard Husband to structure the Sales and Customer Services departments into a joint operation which has further strengthened the company's partnership principle.

The department brings together the responsibilities for handling enquiries, dealing with requirements, estimating costs, advising as consultants and the whole management of customer relationships.

PEOPLE WHO USE TECHNOLOGY

Of course K2 invests heavily in the latest printing, data processing, lasering and finishing technology to deliver some of the most effective campaign material in Europe but still K2 is not about technology ... it's about people who use technology.

