



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



Building Maintenance, Cleaning and Statutory Services Provider

Central London

Asking Price: £500,000

Reference: CC03-ABS | Confidential Memorandum

Turnover: exceeds £1,900,000 per annum

EBITDA: Exceeds £200,000 per annum

Key Selling Points

- Successful and well established
- Profitable Business
- Unique way of dealing and resolving all client's needs.
- Prime Location
- Quality control and client satisfaction

Business Profile:

It is unusual to have the opportunity to acquire a profitable business with a turnover of almost £2 Million which has no need to tender or advertise for work.

The business was established eleven years ago and works directly for Primary Schools, Businesses and private clients providing cleaning, maintenance, mechanical, electrical, statutory services and emergency call outs.

This business is a success due to the wide range of services offered, providing a one stop call to the majority of clients, another key advantage of this business is how they have personally dealt with every situation they come across, all staff are trained to be problem solvers, not problem finders.

The current owner is selling the business as he intends to enjoy the fruits of his labour and spend more time with his family after working alongside the successful buyer to ensure a smooth handover of the business.

Currently serving circa 42 active clients plus few private clients, with close to 100 contracts held for various different services, from demolitions to new builds, day to day maintenance and cleaning of the premises and everyday maintenance needs, these clients provide the business with reliable repeat contracts

Word-of-mouth marketing is the only marketing, that this business undertakes, no advertising is undertaken, all clients have been provided with the contact details from recommendation. There is ample scope to expand the business with limited marketing.

This business is successful because of its unique way of dealing and resolving all client's needs, and handles any challenges by face-to-face contact with clients, as honesty has always been best approach.

The business has a website providing contact details and information on the services offered.

This is a unique opportunity to purchase an established business in the cleaning, maintenance, mechanical, electrical, statutory services and emergency call outs sector.

Quality control and client satisfaction: The business believes in face-to-face contact with all clients, dealing honestly with clients has always been best approach.

Business operational structure and duties.

Director: accounting and day to day contact with clients.

Office manager and duty manager: payroll and responsibility for all cleaning staff.

Logistics manager: day-to-day delivery of all services to clients.

Project manager, managing all site services officers, managing the maintenance team, and organising response to any day-to-day emergencies around the sites.

Staff:

The business employs a varied team of sixty, skilled personnel, suitably trained and accredited in the areas of works undertaken. The gas engineers, electrician's and mechanical engineers are sub-contractors.

Marketing: The Business does not advertise; all our clients have been provided with our contact details from word-of-mouth recommendation.

Website: The Business has a website providing contact details and a description the range of services offered.

Competitors: None known to provide variety of services this business provide; this a one stop call for the majority of clients.

Unique Selling Points: The strongest advantage this business has is the way they deal with every situation they come across, all staff are trained and are problem solvers, not finders.

Transitional support and handover: Our client will provide the successful purchaser support and handover for up to three months. All staff are fully trained and aware of their day-to-day duties which will help massively during the transitional period.

Opportunities and growth: This business is a very strong link to endless possibilities and opportunities, anyone that wants to make this company grow has indefinite potential.

Premises: Rented

Growth and expansion:

The buyers of this business have the ability to grow the business as it well-placed to benefit from the increasing demand from local authorities, commercial property management companies and building owners for reliable, building maintenance.

Support and training:

The seller will ensure a successful handover and will remain available for up to three months if needed, this will provide the successful purchaser with full understanding of the business systems and management, the staff are fully aware of their day-to-day duties which will help the successful purchaser during in the transitional period

Reason for sale:

During the last eleven years the Seller of this business has built it from the beginning to the success it is now, he would like to take time to enjoy the fruits of his labour with his family.

Reasons to buy this great business.

Scope to expand the company by taking on proactive marketing techniques.

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Next Steps & Contact

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