

An Enterprise Sales Rep's Guide to

INGERSOLL RAND

Ingersoll Rand is a global manufacturer incorporated in Ireland. It offers energy-efficient products for climate control and industrial equipment in more than 100 countries. IR's climate unit is a world leader in commercial and residential HVAC systems and refrigerated transport. IR's diverse product offerings span six brand segments, including Thermo King and American Standard.



AT A GLANCE

Employees: 49,000

Fiscal Year End: December 31

Stock Ticker: IR

CEO: Michael Lamach

US Headquarters: Davidson, NC

Social Media: @IngersollRand



\$14.2 Billion

Climate / HVAC – 80% of revenue
Industrial – 20% of revenue

PROSPECTING TIPS

IR is laser-focused on **margin expansion** and **operational excellence**. The company also has an active pipeline of **strategic acquisitions** – can your solution help streamline operations across business lines and integrate acquisitions?

Can you help IR with its **business operating system** across the following four pillars - driving innovation and productivity, accelerating profitable growth, committing to sustainability, and focusing on employee engagement?

In 2019, IR continues to restructure to build stronger, more resilient businesses. Can you support the enterprise-wide focus on **optimizing its footprint** and **consolidating plants**?

Targeting a different account, or looking for a deeper dive?

LeadBridge provides enterprise account intelligence that drives ABM and helps reps at the largest technology companies in the world sell more effectively to the Global 2000. [Learn more.](#)

