

Case Study - Brook Catering



Watch on YouTube - <http://youtu.be/IGMtNJKF6fY>

Brook Catering was established in 2007 and is a Cork based food service provider operating nationwide. Starting out with just 2 employees the business now employs over 172 people. They have successfully secured 19 major on-site catering contracts at locations such as Trend Micro, Cork City Council and Cork County Council and serve over 10,000 people at their onsite restaurants daily.

Sales & Marketing Manager Sharon O'Donoghue:

“In my Sales role I knew I had to build relationships with the local business community and raise the profile of the business once we set up in Cork. It was important to get to know many key people as quickly as possible and I knew membership of the Chamber would be a great help. We immediately enquired about joining and we haven't looked back since. I have met many potential suppliers in the food and contract cleaning sectors and won several new contracts as a result of attending networking events such as the business breakfasts, Business After Hours and attending the most sought after business event of the year, the Annual Dinner in City Hall.

“Access to the Chamber database of over 1,000 companies has also helped to broaden our customer base and has given us access to key decision makers in many large companies particularly in the multi-national sector. Getting to know the Chamber team has been vital, they are fountain of knowledge and contacts and always available by phone or email for advice”.

“Earlier this year we were delighted to be one of three companies shortlisted for the Cork Chamber Emerging Company of the Year Award and received so many good wishes from fellow members”.

“Membership of Cork Chamber offers exceptional value and is not a luxury, or an option, but a necessity in the current economic climate. We couldn't do business without it”.