

# Accelerating B2B Prospecting for Clients

A Case Study

### **CLIENT OVERVIEW**

Multinational Computer Technology Corporation



Generated 121 Leads Worth \$ 1.7 Million
 within 3 Months in a Niche Target Market



# **CHALLENGES**

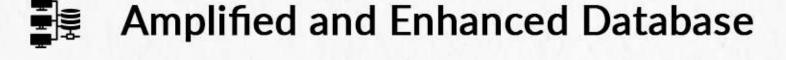
- □ Lack of Extensive and Accurate Database in Niche Market
- Targeting Human Resources Background



## **EXECUTION METHODOLOGY**

#### Database Management





Accurately Profiled Human Resource Contacts

#### **Demand Generation**

Deployed Tele-Led Demand Generation Specialists

Targeted Prospects in Niche Market

Generated Interest and BANT Qualified Leads

Managed End-to-End Sales Closure

# Services Offered

Intelligent Data Services

Telesales



# IMPACT GENERATED









Contact us today to fuel sales pipeline with qualified leads!

