



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

- Utilized Denave's Intelligent Database Management
- Amplified and Enhanced Database
- 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

121 High-Quality Leads

Total Value: \$1.7 Million

Achieved within

3 MONTHS

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Contact us today to fuel sales pipeline with qualified leads!

