

PROSPECTION MISSION

Identifying a list of prospects



FOR WHOM?

companies starting their sales promotion on a new market.



CONTENT

a previous work has determined the characteristics of your target market and the distribution circuit to put into place. The goal is now to identify the partners that will work with you to realize this plan. INVENIO provides you with a list of contacts, identified and qualified companies with their details, so that you can promote your offer and achieve your plans.



HOW

we determine together how many relevant prospects have to be identified and their profile. For instance, you may have more interest to qualify final customers than distributors, or prescribers than installers. But according to your plans, identifying interlocutors of each type may also be relevant. We define then the distribution and the number of contacts to identify, which is usually between 30 and 50. INVENIO provides you with a first list of companies according to these data, and after your approval, the process starts. After 8 to 12 weeks, INVENIO supplies a list of qualified interlocutors to be relevant partners for you.

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ADVANTAGE

the mission is 100% tailor-made according to your needs: you will sell straight to the user ? INVENIO qualifies final customers of the required field of activity; you need to identify distributors ? INVENIO qualifies companies willing to represent you locally ! With an average of 30 to 50 contacts, you have the best chances to identify reliable partners and make a successful sales promotion !

AND AFTER THAT?

INVENIO offers to organize the meetings and to accompany you during them. After a training to your products, INVENIO offers also to replace you in promoting your offer (please refer to Sales Representative).

DELAY

8 TO 12 WEEKS

