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Success Story



Do you need more leads for Your Big Sales Team? Yes, We Did It for INTERNeT SOLUTIONS—and We Can Do It for You, too!

The Challenge:

INTERNeT SOLUTIONS, a significant player in the Saudi eCommerce and internet services market, faced a challenge of scale. With a growing sales team of five members, each with aggressive sales targets, they require a significant volume of qualified leads to keep their pipeline full.

Additionally, the company's ambitious growth plan meant building a giant pipeline to align with its massive targets. To further complicate the task, INTERNeT SOLUTIONS offered a diverse range of products, meaning that generating leads wasn't just about quantity—it was about precision and quality to cover the broad scope of their offerings.

The Required Solution:

To meet these ambitious goals, the solution must deliver a steady and substantial stream of qualified leads that match the size and target of their sales team. Our task was to generate enough leads to keep all five salespeople busy and ensure that these leads were well-qualified and diverse enough to match the wide range of products offered by INTERNeT SOLUTIONS.

Bizness Live Respond (What We Did):

We partnered closely with INTERNeT SOLUTIONS to investigate the unique selling points of their various products. Our team carefully analyzed the market, identifying the industries with the highest demand for cloud and IT infrastructure solutions, including finance, government, and healthcare.

Understanding the urgency of their targets, we developed a high-speed lead generation engine. By focusing on a multi-channel strategy, we reached decision-makers quickly and ensured that the messaging was tailored to their specific industry needs. Our experience in the Saudi market allowed us to craft a highly targeted sales approach, aligning the generated leads with INTERNeT SOLUTIONS' broad product diversity.

Success:

Within six months, we helped INTERNeT SOLUTIONS secure and built a massive sales pipeline for each of their five salespeople. This personalized approach ensured that every salesperson had a steady flow of qualified leads tailored to the product they were focused on selling.

By the end of the year, INTERNeT SOLUTIONS not only exceeded its sales targets but also built a solid, sustainable pipeline, positioning it for continued growth. With our strategic lead generation service, its sales engine now operates at full speed, enabling it to handle product diversity while meeting the company's aggressive growth targets.



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