



lead generation - c-level appointments - lead nurturing - account profiling - event attendance - outsourced sales

Lead Generation services help a small company grow their client base by adding ten new clients in six months!

The Challenge:

An established small Consulting Company on the East Coast was in need of a sales pipeline or funnel of new business opportunities. Our client specialized in Medical Device, Pharmaceutical, Biologic, In Vitro and Diagnostic Engineering consulting services. Their industry expertise brings qualified, professional and practical services to their clients FDA-regulated plants. Our Client provides hands-on, proven compliance strategies, validation and training services.

The Extended Presence Solution:

We provided an experienced team of inside sales representatives to conduct high-level outbound cold calls on behalf of our client.

The Extended Presence Lead Generation Team conducted consultative sales calls to target a variety of executives at Fortune 500 Biotechnology and Pharmaceutical companies, in order to help develop new business opportunities for client's internal sales team.

Extended Presence not only exceeded the client's expectations, but delivered results while providing a significant return on their investment.

The inside sales team was hired and managed by Extended Presence.

With in six months of prospecting, our lead generation services resulted in 10 new contracts for the client. One of which turned out to be extremely lucrative opportunity with Boston Scientific. As a result of our efforts, the client was able to add 15 new employees and double their overall revenue.

Extended Presence Benefits:

The opportunities generated by our Lead Generation Services represented a significant portion of client's overall active pipeline, including a brand new sale with a Fortune 500 client Boston Scientific and nine additional new clients were developed as well.



422 N. Broadway, Suite A Denver, CO 80203
800-398-8957 EPinfo@ExtendedPresence.com
www.ExtendedPresence.com