

Goal

With 0 success in the past with lead generation, the Drone Hive team decided to give us a chance because of our experience in the industry.

The drone industry has been ready to explode for some time, so the Drone Hive team wanted to make sure they had the lead generation channels in place to take advantage

1-3 closed deals
per month

Approach

1. We agreed that targeting engineering firms would be the best path to success.
2. Leadlio assigned Pedro to research each account and write personalized messaging based on his research.
3. The team ran campaigns for both new accounts & expansion accounts where we could increase the reach within existing clients or relationships.

"I've been very impressed with Leadlio. They have a great team and have helped me with our outbound sales needs at the highest level. Pedro always sets good meetings. He is extremely responsive and fun to work with. They meet or exceed goals regularly. DroneHive will continue to use Leadlio for the foreseeable future."

Results

- In our 1st month, we booked 18 meetings
- 5 deals closed
- 80 meetings booked
- 6 month working together



Paul Huish
CEO