

Goal

After building a successful business around several defense contracts, it was time to grow into the commercial market. The company won some great clients in freight, & logistics, and manufacturing. They need an SDR team to continue that momentum.

Approach

- Leadlio assigned Pedro to the program.
- Alongside their team, we developed account lists & a pitch that Pedro could use.
- The main approach was to 'show' the value of their perimeter security drones. Their solution used a combination of aerial & ground drones to patrol & inspect enterprise perimeters. It's a very cool technology that gets a lot of interest.



**2nd rep
Added**

Results

- In 1.5 years, we booked 160 meetings with notable companies like UPS, Abbott, Ford, & GM.
- Happy with the results, a 2nd Leadlio Rep - Leticia has joined the team