

114

Meetings Booked

8

Monthly Quota

10 Months

Timeline

We worked with the 3D laser scanning division at Bowman to help further expand into client accounts and book meetings with new accounts.

Given our background selling for other 3D laser scanning firms, the team was willing to give us a chance.

In 2 weeks, we built the account list, created the messaging, set up our technology systems, and trained a sales rep. From there, our Rep, Ana, targeted prospects via email, LinkedIn, & phone.

After 10 months, we booked 114 meetings - surpassing our goal of 8 meetings per month.

Target Industries

- Architecture firms

Target Titles

- Architects
- Principals
- VDC | BIM

Technologies Used

- ZoomInfo
- Reply
- Sales Navigator

Leadlio Team



Aaron - CEO



Shaun - COO



Ana - SDR