

Legacy Aero

Aerial methane leak detection

Leadlio

250

Accounts Targeted

18%

Conversion Rate

45

Meetings Booked

Legacy PSG launched Legacy Aero as a new service to provide methane leak detection for natural gas pipelines across the US.

With a small TAM of less than 300 companies and deal sizes of \$20k+ per month, Legacy tasked us to schedule 5 meetings per month. They knew that if we could help them close a few deals, it would be a huge success.

In 2 weeks, we built the account list, created the messaging, setup our technology systems, and trained a sales Rep, Leticia.

After 9 months, we've scheduled 45 meetings - surpassing our goal.

Timeline

- 9 months

Target Industries

- Oil & Gas

Target Titles

- LDAR
- Safety
- Compliance
- EHS

Technologies Used

- ZoomInfo
- Reply
- Sales Navigator

Leadlio Team



Aaron - CEO



Shaun - COO



Leticia - SDR