

40

Meetings Booked

8

Monthly Quota

5 Months

Timeline

Our client sells technology mail screening to detect dangerous substances in the mail. Their technology is particularly good at detecting liquids and powders.

They hired us to expand their commercial team and enter new markets. Our primary focus was election boards.

Our team developed the account list, wrote the messaging, and created the overall plan. After 2 weeks, we got to work.

In our first 5 months, we hit our meeting quota every month and booked 40 meetings.

Target Industries

- Government → Election Boards

Target Titles

- Elections
- Security

Technologies Used

- ZoomInfo
- Reply
- Sales Navigator
- Hubspot

Leadlio Team



Aaron - CEO



Shaun - COO



Giovanni - SDR