

55

Meetings Booked

12

Monthly Quota

4 Months

Timeline

Septimatech sells Machine Change Parts and Automated Guide Rail Adjustment Systems to manufacturing and packaging companies.

With a sales team strapped for time closing deals and servicing existing clients, they needed help proactively prospecting for new opportunities.

They hired us to build out their inside sales team. In 2 weeks, we built the account lists, messaging, technology systems, and trained a sales rep.

In 4 months, we booked 55 meetings - surpassing their initial goals for us.

Target Industries

- Manufacturing
- Packaging

Target Titles

- Engineering
- Facilities and Maintenance
- Production | Plant
- Packaging
- Operations

Technologies Used

- ZoomInfo
- Reply
- Sales Navigator

Leadlio Team



Aaron - CEO



Shaun - COO



Pedro - SDR