

Sales Intelligence Services



Projex IMC provides the timely, targeted data and actionable intelligence your sales team needs to identify and develop real selling opportunities.

Sales intelligence is critical for any organization seeking profitable opportunities to fuel their sales pipeline and achieve growth objectives. Our Sales Intelligence services help B2B clients achieve a faster path from prospect to profitable business relationship.

We begin by leveraging the world's largest commercial database (120+ million active business records) and state-of-the-art data mining technologies. Our Sales Intelligence team adds market research skills and experience, delivering highly-targeted leads and actionable insights to enhance marketing initiatives and accelerate the selling cycle:

- Territory analyses
- Lead lists
- Industry reports
- Target customer profiles
- Opportunity alerts
- Contact lists



Key Benefits:

- Timely data
- Precise lead targeting
- In-depth customer profiles
- Higher returns on marketing and sales-related investments
- Helpful insights into events that may impact your customer's decision making process
- MAP/CRM-friendly data formats
- Stronger customer relationships
- Improved productivity

À la Carte Services

Territory Analyses:

Define sales territories/markets by geography/industry/industry segment, company size and more.

Lead Lists:

Leverage up-to-date data helps your sales and marketing teams identify key prospects, engage more effectively, and close business faster.

Industry Reports:

Request industry reports for real-time data and predictive indicators that may reveal new market opportunities.

Target Customer Profiles:

Deep dive profiles provide information regarding financial health, purchasing patterns, spending levels and other criteria to help you identify growing companies and target locations with true buying power.

Opportunity Alerts:

Opportunity alerts monitor 14K+ news sources in real time, providing a “heads up” when defined events (clients can choose from 70+ packaged news triggers related to specific types of events) occur, helping them focus on the right prospects — at the right time — to nurture, cross-sell and/or upsell new opportunities and accounts.

Contact List:

Direct contact information (phone number and/or email address) for individuals working for company’s within defined lead lists.

Monthly Sales Intelligence Service Plans

Monthly service plans package key sales intelligence services into convenient monthly solutions. Choose a predefined service plan below, or request a custom solution tailored to your specific requirements:

Economy Package - \$300 setup

- One (1) territory analysis
- One (1) lead list (up to 300 companies)
- Two (2) industry reports
- Five (5) target customer profiles
- Four (4) weekly opportunity alerts report (optional @ \$195/mo)
- Contact list (optional @ \$0.70 each)

Standard Package - \$600 setup

- Five (5) territory analyses
- Five (5) lead lists (up to 2,000 companies)
- Ten (10) industry reports
- Ten (10) target customer profiles
- Four (4) weekly opportunity alerts report (optional @ \$395/mo)
- Contact list (optional @ \$0.70 each)

Elite Package - \$1,000 setup

- Ten (10) territory analyses
- Ten (10) lead lists (up to 5,000 companies)
- Ten (10) industry reports
- Fifty (50) target customer profiles
- Four (4) weekly opportunity alerts report (optional @ \$895/mo)
- Contact list (optional @ \$0.70 each)

Your Digital Transformation Partner ... since 1994

Projex IMC

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