

A Water Solutions Company

About the Company

A for profit organization that functions with the chief objective of providing portable and affordable drinking water to the underserved communities across the country. It has done a remarkable job of installing 450 water treatment plants in 46 districts across the country.

Problem Statement:

To explore outbound lead generation activity and gain F2F meetings with prospective clients.

Proposal Execution

ClientCurve hooked up with genuinely interested leads and opened up prospects of business for the client.

Proposed Solution



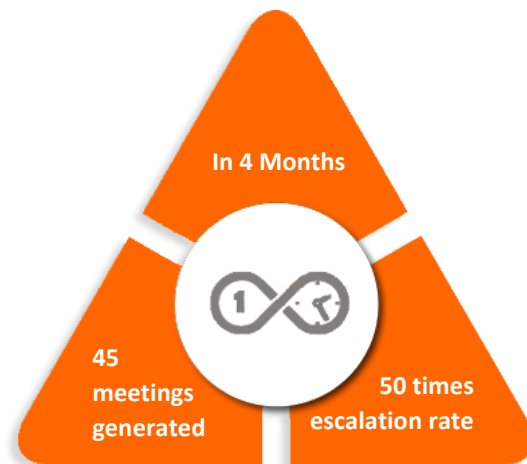
To prepare a B2B list that systematically targets companies inclined to do business.



Set up an active inside-sales team that will contact leads more likely to generate revenue for the Company.



The list building and lead generation processes must be carried out independently.



Result

- Produced 45 meetings in over 4 months.
- Number of meetings set up escalated by 50X.

