



callbox

**Outsourced  
Lead Management  
Services**



SALES & MARKETING SOLUTIONS



**Largest** in Outsourced  
B2B Lead Management Services



**9,700** clients served across  
various industries



Clean, accurate, up-to-date, human-verified sales  
data of over **35 million** target accounts



Over **5 billion dollars** of incremental sales  
revenue for our clients



Complete **multi-channel  
account-based** marketing approach

# Awards



**Top Lead Generation Companies of 2018**  
Clutch



**Top 10 in Top Lead Generation Companies of 2018**  
10SEOS



**Top 5 in Best Sales Lead Generation Services of 2018**  
business.com



**No. 1 in Sales Lead Generation Service 2015, 2014, 2013**  
TopTenREVIEWS TechMedia Network



**Top 10 in Best Lead Generation 2016, 2015**  
TopSEOs



**Best Sales Lead Generation Services of 2015**  
Comparakeet



**Top 50 Teleservices Agencies**  
Customer Interaction Solutions Magazine

# Clients



# What Our Clients Have to Say



## Gavin Johnson

The leads we have received from the team have been a very high quality and we are looking to close off a number of them in the coming week or two.



## Sarkis Garabedian

I have found the partnership with your company EXCELLENT all the way.



## John Warner

Next year I hope I can recruit so we can grow and keep up with the leads from Callbox, with the view of taking on more callers as soon as we have the capacity.

Have a great holiday and a huge thank you – you have transformed our company!



## Helen Jiang

Overall I am happy with the result of the telemarketing campaign.



## Neal Berz

We have done three successful campaigns with Callbox and are about to start a fourth after the holidays! They get us an impressive amount of legitimate appointments. We highly recommend them.



## Larry Adler

I just wanted to write to you guys to say what a pleasure it has been working with you on our outbound lead generation campaigns in Singapore.

The professionalism in the setup and execution was second to none. You opened up a number of opportunities that we are now capitalizing on.

Well done and thanks!

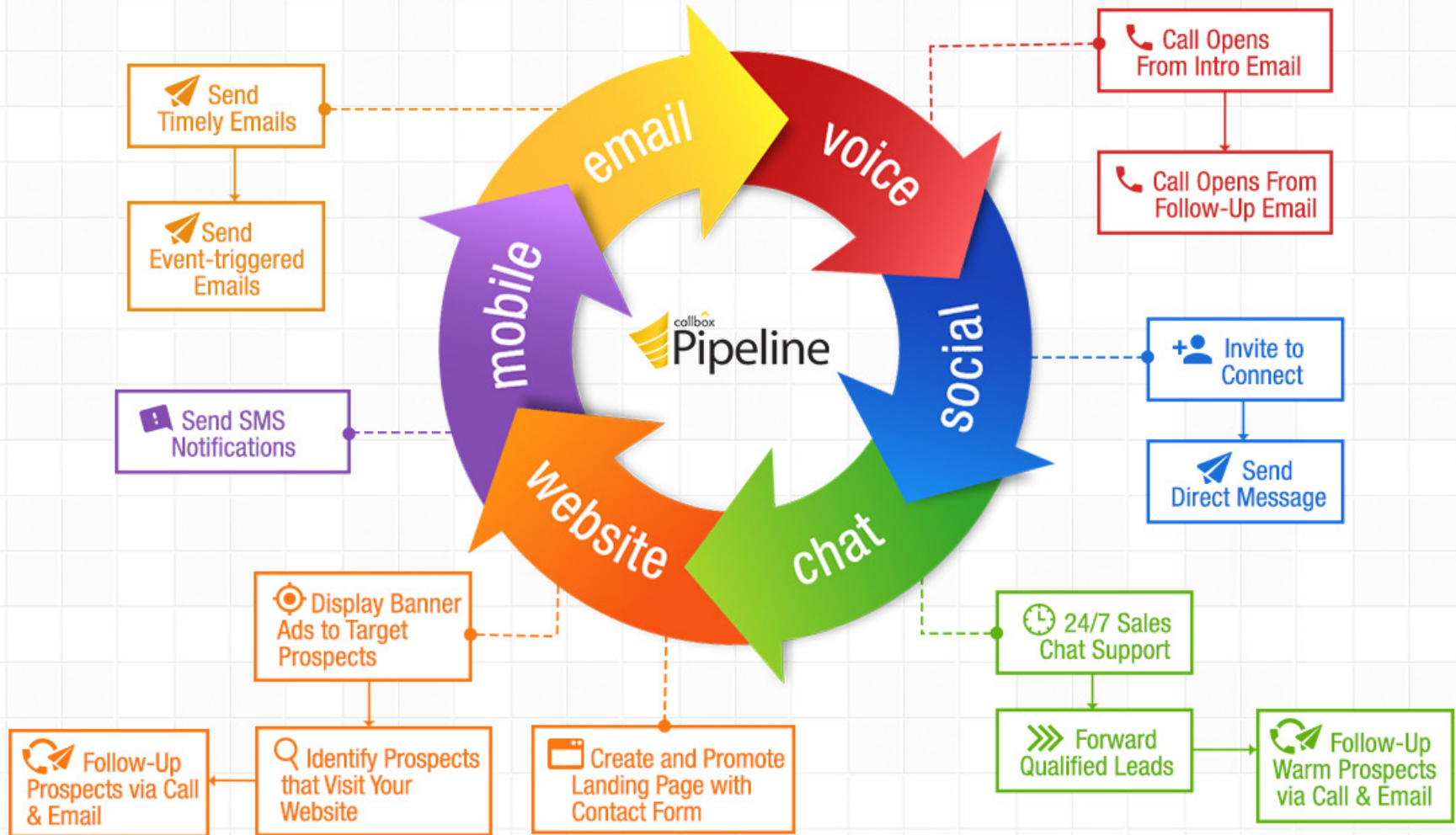


## Jared Haggerty

Worked with them for years. They know their craft and do a great job!



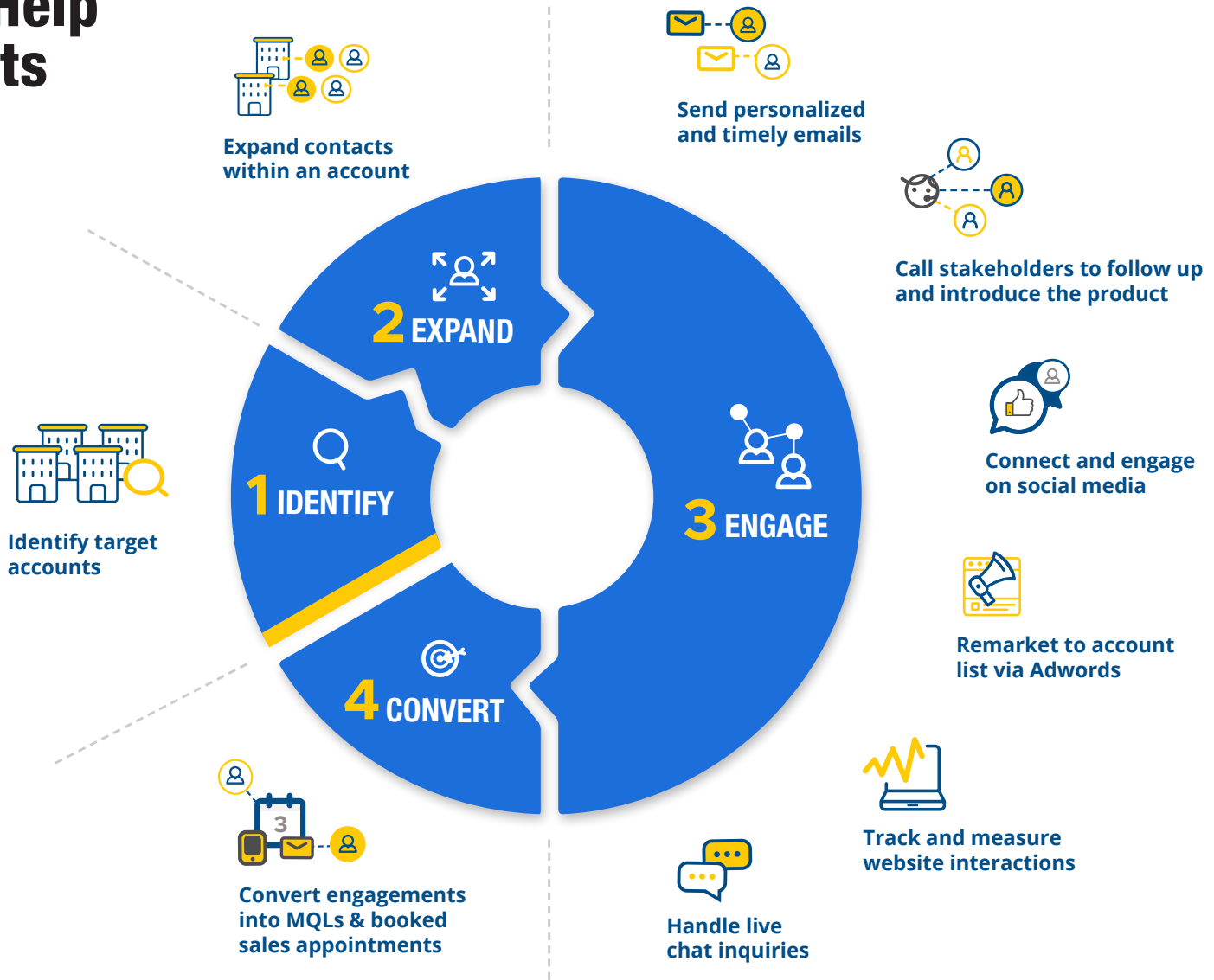
# This Is How We Multi-Channel



## Multi-Channel Account-based Marketing Process

# How We Help Our Clients Succeed

- IDENTIFY
- EXPAND
- ENGAGE
- CONVERT





# Pipeline Lead Nurture



## Start Timely Conversations

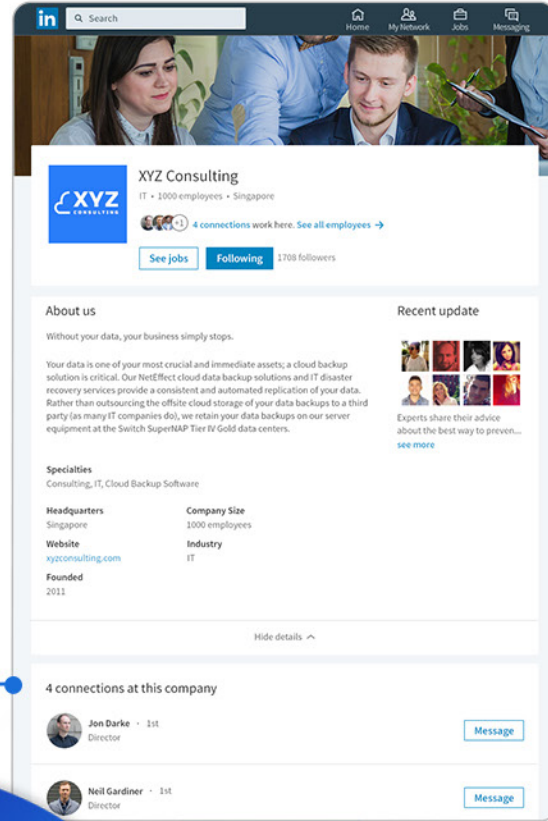
with SMART Calling

## SMART Calling



## Build Strong Connections

with Social Media Marketing



## Maximize Every Opportunity

via Lead Nurturing



## Never Miss an Appointment

via Mobile Notifications

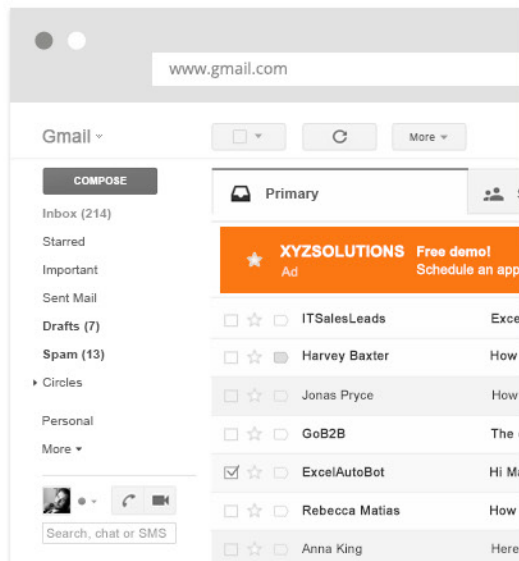


# Increase Brand Awareness

with Targeted Adwords Campaign

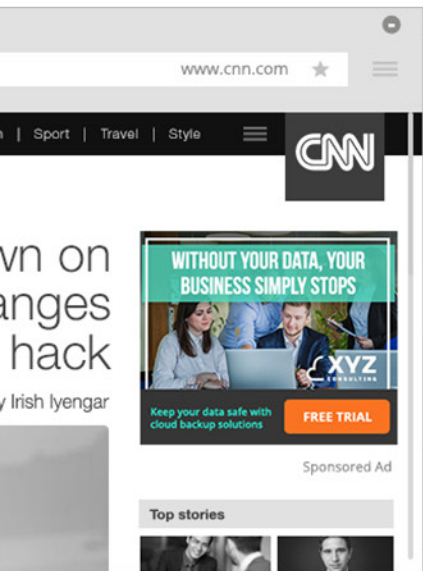
## GMAIL ADS

Your ads are displayed to your target prospects in their Gmail accounts - prospects comprised of contacts in your campaign list and even those that aren't but are determined by Google to be interested in your type of service based on their online activity.



## BANNER ADS

Your banner ads are displayed to your target prospects on Google-owned websites including YouTube and Google Display Network websites, such as popular news sites and blogs (CNN, New York Times, etc.).



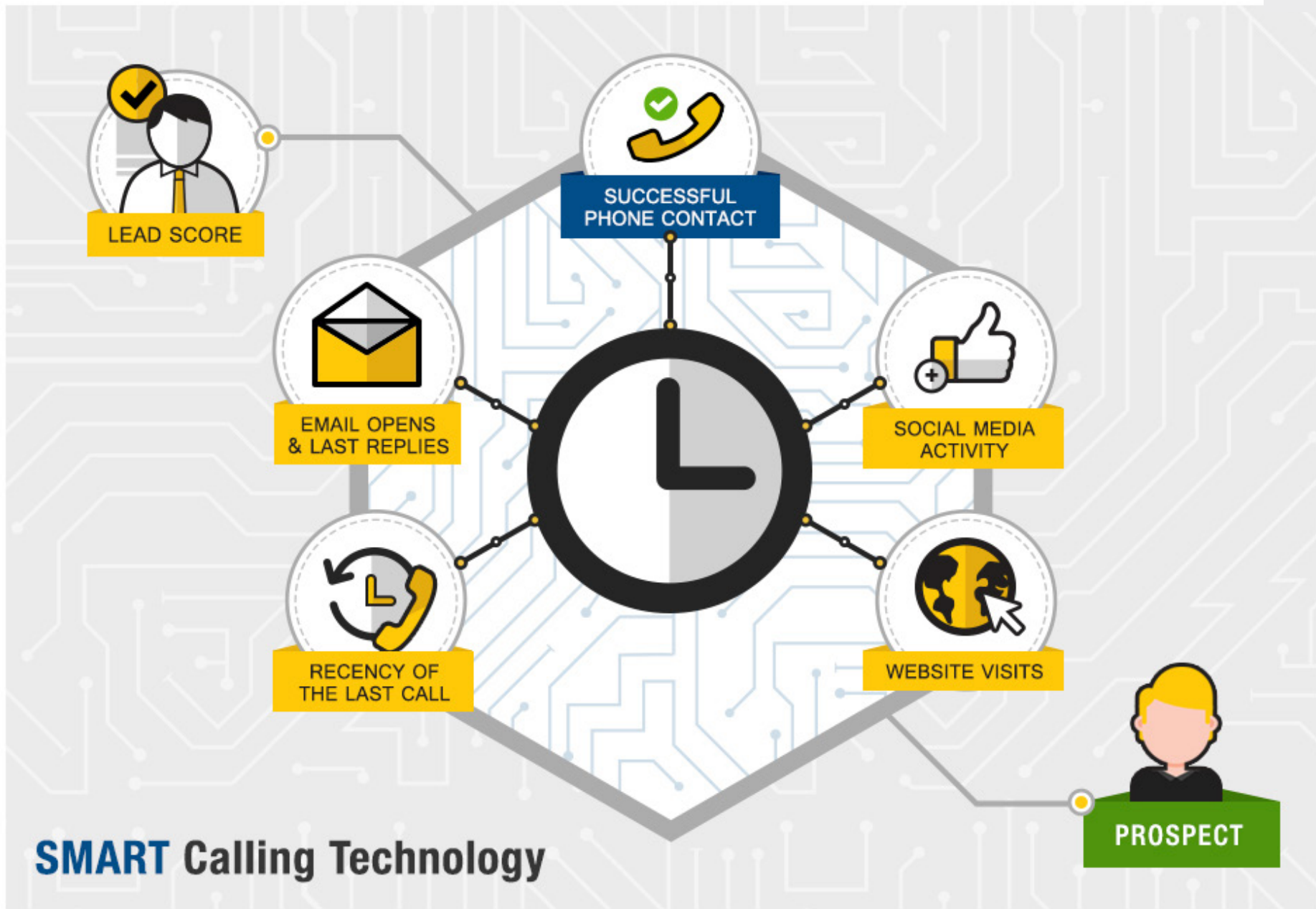
# Keep in Touch 24/7

via SalesChat365

Callbox SalesChat365 keeps your business open for sales inquiries all day, all week, all year, and even on holidays.







**SMART Calling Technology**

**PROSPECT**



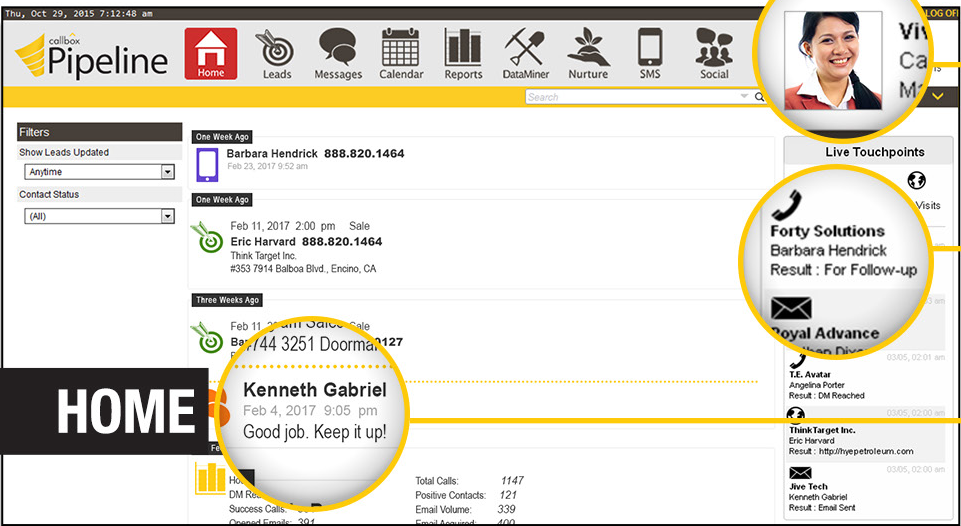
callbox  
**Pipeline**  
Multi-Channel Lead Management  
and Marketing Automation Platform

“

*Callbox offers a complete technology solution: database of business contacts to select from, scheduling calendar for the team to block time, and very detailed reports that can be exported into Excel for import to CRM or other processing. **Callbox has strong team managers, so adjustments to lead generation process can be performed quite fast.***

Vitaly Khozyainov — Tahoma Devs





**WRITE MESSAGE**

Message your Account Manager directly within your Pipeline

**LIVE TOUCHPOINTS**

Monitor your calls and emails in real time!

**CAMPAIGN STREAM**

Up-to-date view of all campaign activities and communications

**Email & SMS Notifications**  
Real time alerts for both you and your prospect for your upcoming appointments.

**LEAD SCORE**

Based on Demographic and Behavioral Scores

**FULL TARGET INFO**

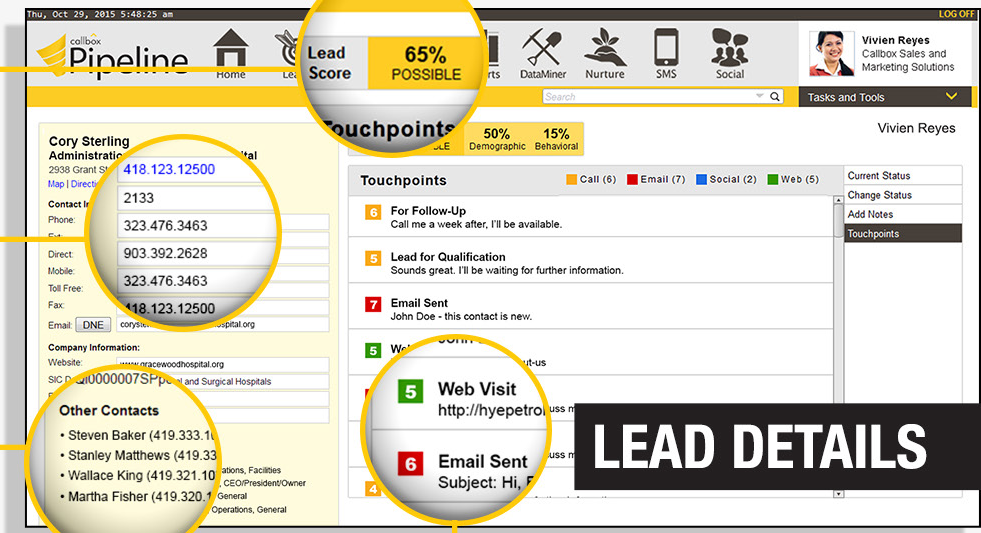
Phone-verified and updated information about the decisionmaker in the company

**OTHER CONTACTS**

Multiple contacts within your target company

**CONTACT HISTORY**

All touchpoints with your prospect



**LEAD DETAILS**

## LEAD NURTURE TOOL

**Drag-and-drop interface**

**Send after 2 day(s)**

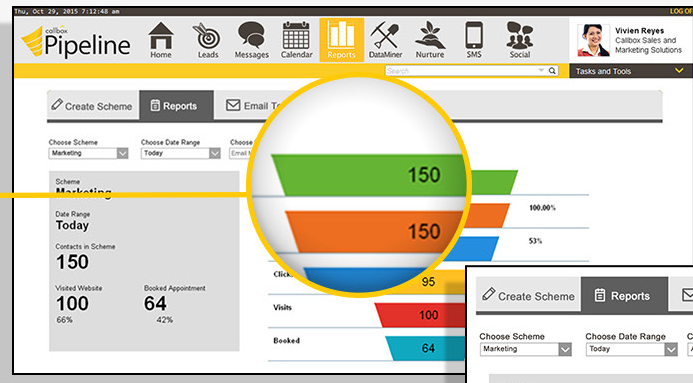
**G. WEBSITE VISITOR**

Create your own or use our pre-defined schemes

**CUSTOMIZABLE SCHEME**  
Set triggers, choose email templates, and configure time frames

**LANDING PAGE**  
Create and customize your own landing pages for your website visitors

**MARKETING FUNNEL**



**REPORTS**

All reports are exportable through your Salesforce or in CSV format.

**ACTIVITY LOG**

**Added to list: cbmktg\_Lead\_Nu**  
Nov 25, 2017 4:30

# APPOINTMENT DOSSIER

Print a dossier for easy reference whenever you go to your appointment.

**Agent Appointment Notes**

I spoke with Daniel McAvery, Chief Executive Officer and the decision maker. They do not have a bar coding system in place. They are open to consider evaluating our solution based on pricing and ease of use. We can send him more information to dmcavery@brs.com and our Specialist can give him a phone call on Friday, September 13, 2013 at 10:00 AM EDT.

**Your Appointment**  
Tuesday, Oct 15, 2013  
3:30 pm

**Daniel McAvery**  
Chief Executive Officer

**Best Rates and Savings, Inc.**  
1013 Crenshaw Blvd.  
Los Angeles CA, 90025

Phone (323) 479 3580  
Ext. 2133  
Direct (323) 476 3463  
Mobile (323) 718 8232  
Email dmcavery@brs.com

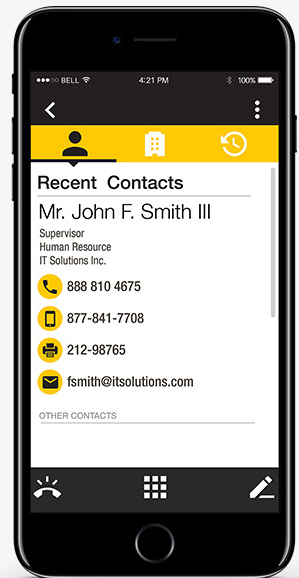
**Company Information**  
Website www.brs.com  
SIC Description Hospitality and Tourism Industry  
Revenue 2,285.841mil  
Employees 300

**TOUCHPOINTS**

- Call (7)
- Email (7)
- Social (2)
- Web (5)

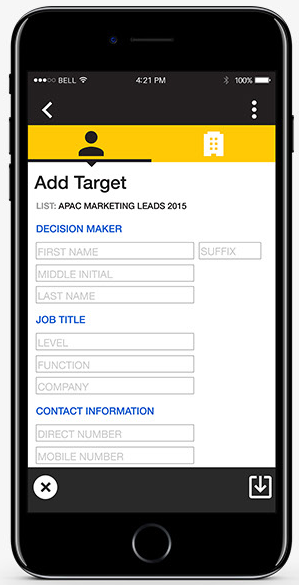
**YOUR LATEST CONTACTS:**

- For Follow-Up** 10/25/2015  
Call me a week later, I'll be available
- Lead for Qualification** 10/25/2015  
Sounds great. I'll wait for further info
- Email Sent** 10/25/2015  
John Doe - this contact is new
- Web Visit** 10/25/2015  
<http://hyepetroleum.com/about-us>
- Email Sent** 10/25/2015  
Subject: Hi, John. I'd like to discuss...



VIEW APPOINTMENTS

VIEW LEADS



EDIT CONTACT INFO



# Enterprise Integration with Salesforce



# What You Get When You Sign Up

 <b>Your Own Team</b>	 Account Manager & Campaign Manager	 Dedicated Sales Development Rep(s)	 Email and Social Marketing Specialist	 Research and Data Analyst	 Quality Analyst	
 <b>Multiple Channels</b>	 Voice	 Email	 Social	 Website	 Mobile	 Chat
 <b>Pipeline Access</b>	 Database	 Marketing Automation	 Transparency	 Customizable Campaign	 Mobile Access	

## Results:

 Up-to-date Target Contacts	 Wider Brand Exposure	 Business Insights	 Opportunities and Warm Leads	 New Customers and Repeat Businesses
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SALES & MARKETING SOLUTIONS

## Website

[www.callboxinc.com.au](http://www.callboxinc.com.au)

## Email

[sales@callboxinc.com.au](mailto:sales@callboxinc.com.au)

[info@callboxinc.com.au](mailto:info@callboxinc.com.au)

## Phone

AU +61 2 9037 2248

NZ +64 9.9143122

USA +1 888.810.7464 (Toll Free)

+1 310.439.5814 (Direct)

Let's Talk!

click to email us or  
schedule a call

