



Leads Management
and Sales Support



Helping businesses grow since **2004**

Largest in Outsourced **B2B Marketing**
and **Sales Support** Services

Global, up-to-date, human-verified sales
data of over **43 million** target accounts

Account-based marketing approach

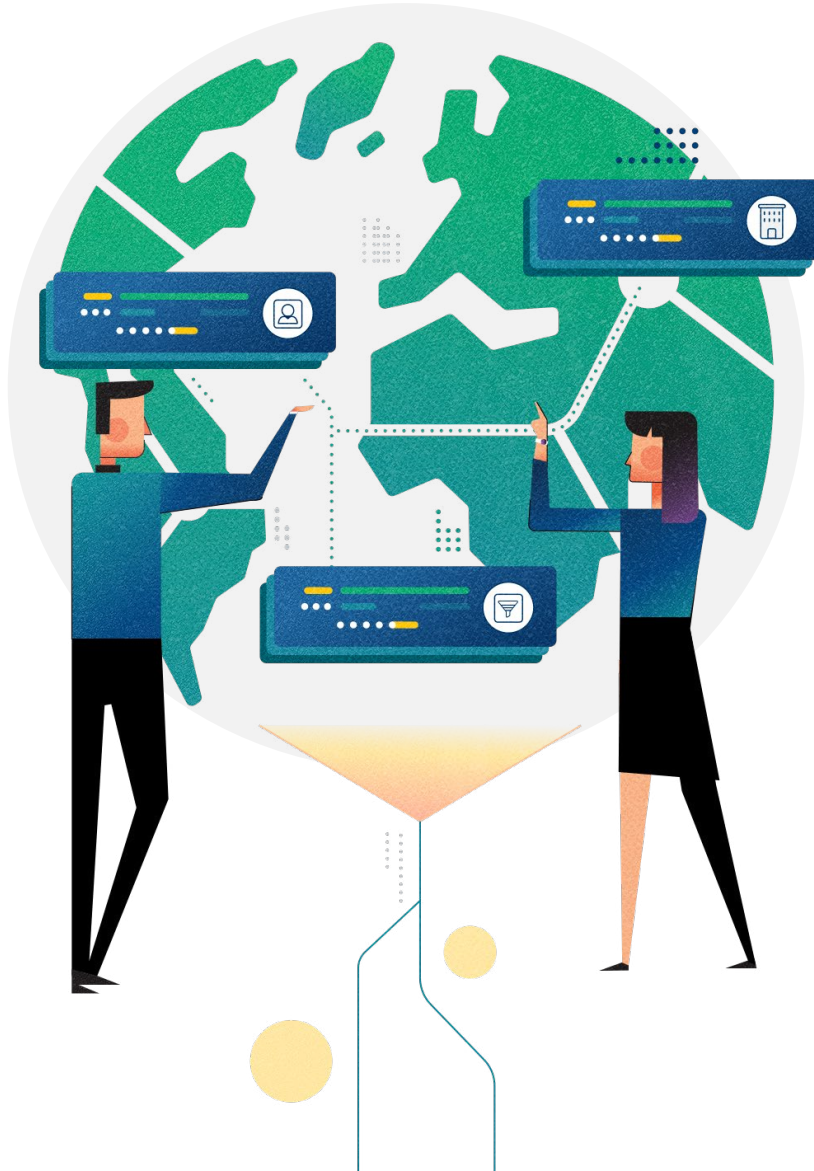
Multi-channel marketing

World-class **sales and
marketing technology**

17k clients served across
various industries

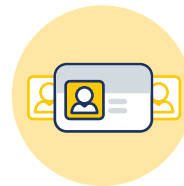


Rich Contact Profiles and Company Insights



43M+ Companies

Target and reach a global market from various industries



60M+ Contacts

Identify and connect with relevant contacts



Targeted B2B Data

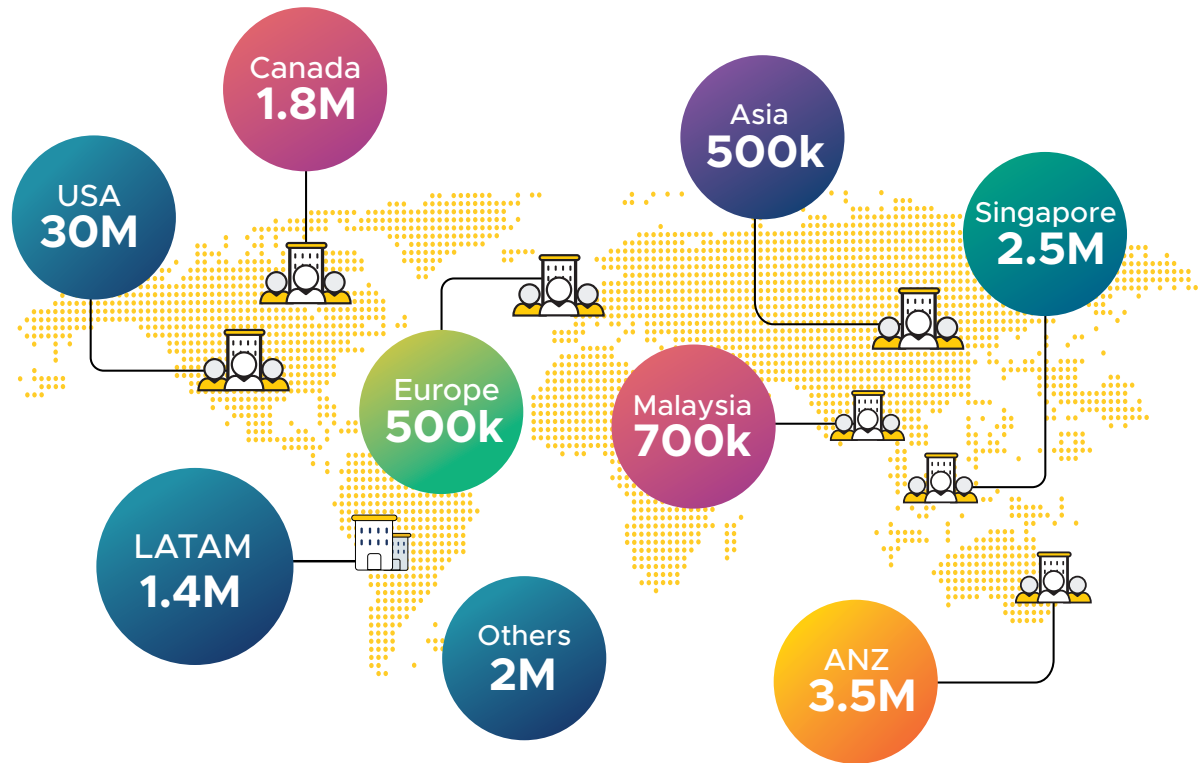
Filter by industry, location, company type, size, demographics, intent, tech stack, and company news/updates



We remain in compliance with the Data Protection and Privacy Acts:
GDPR • TCPA • CCPA • PDPA • ACMA

The Callbox Global Reach

Access a whole new
set of customers and
drive more revenue



Whether you want to grow your domestic efforts, expand to numerous territories, or focus on a particular location, Callbox has the resources to assist you:



Regional expertise
and experience



Multilingual support

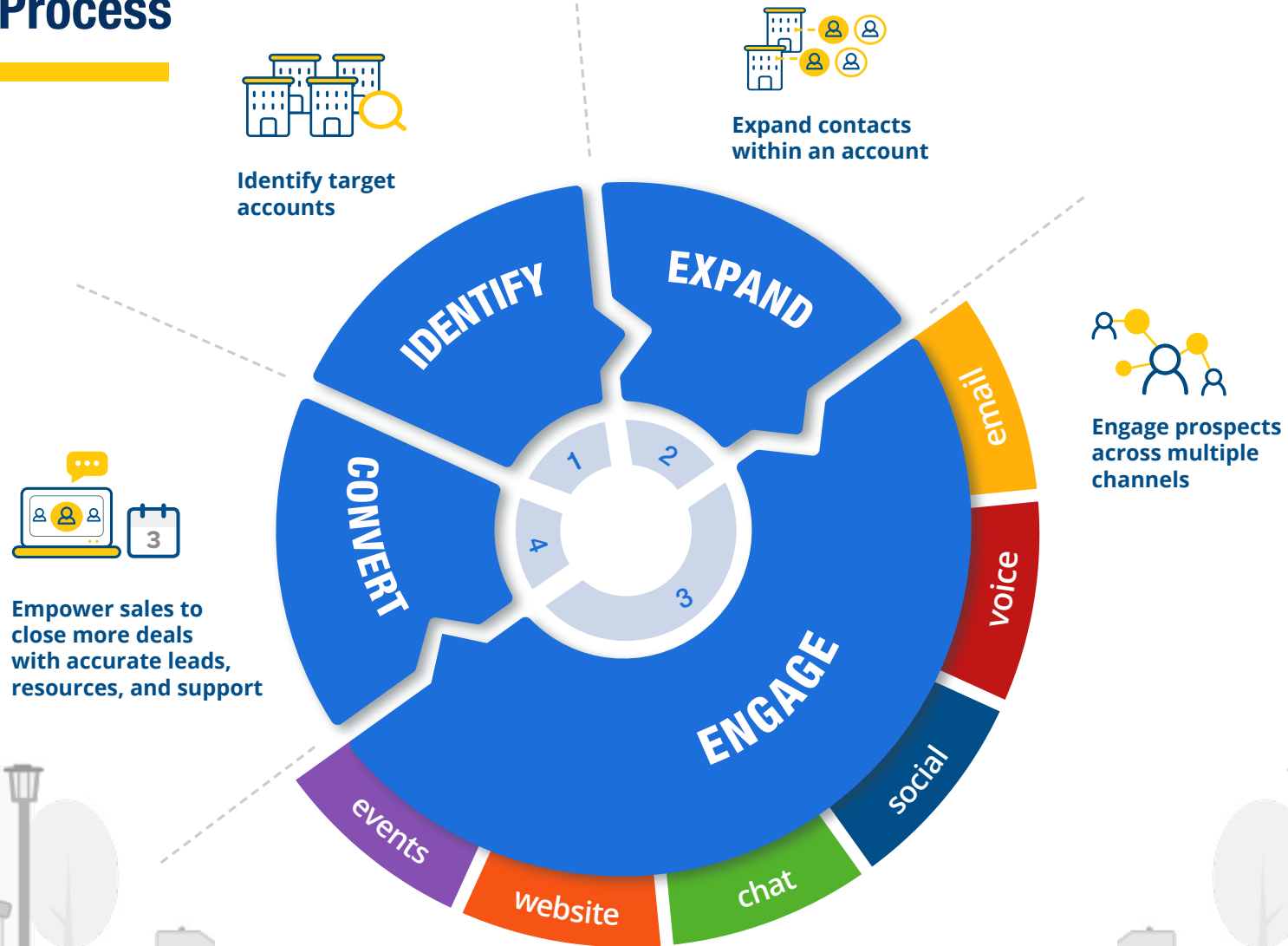
ENGLISH SPANISH PORTUGUESE THAI FILIPINO
VIETNAMESE BAHASA (MALAYSIA & INDONESIA)



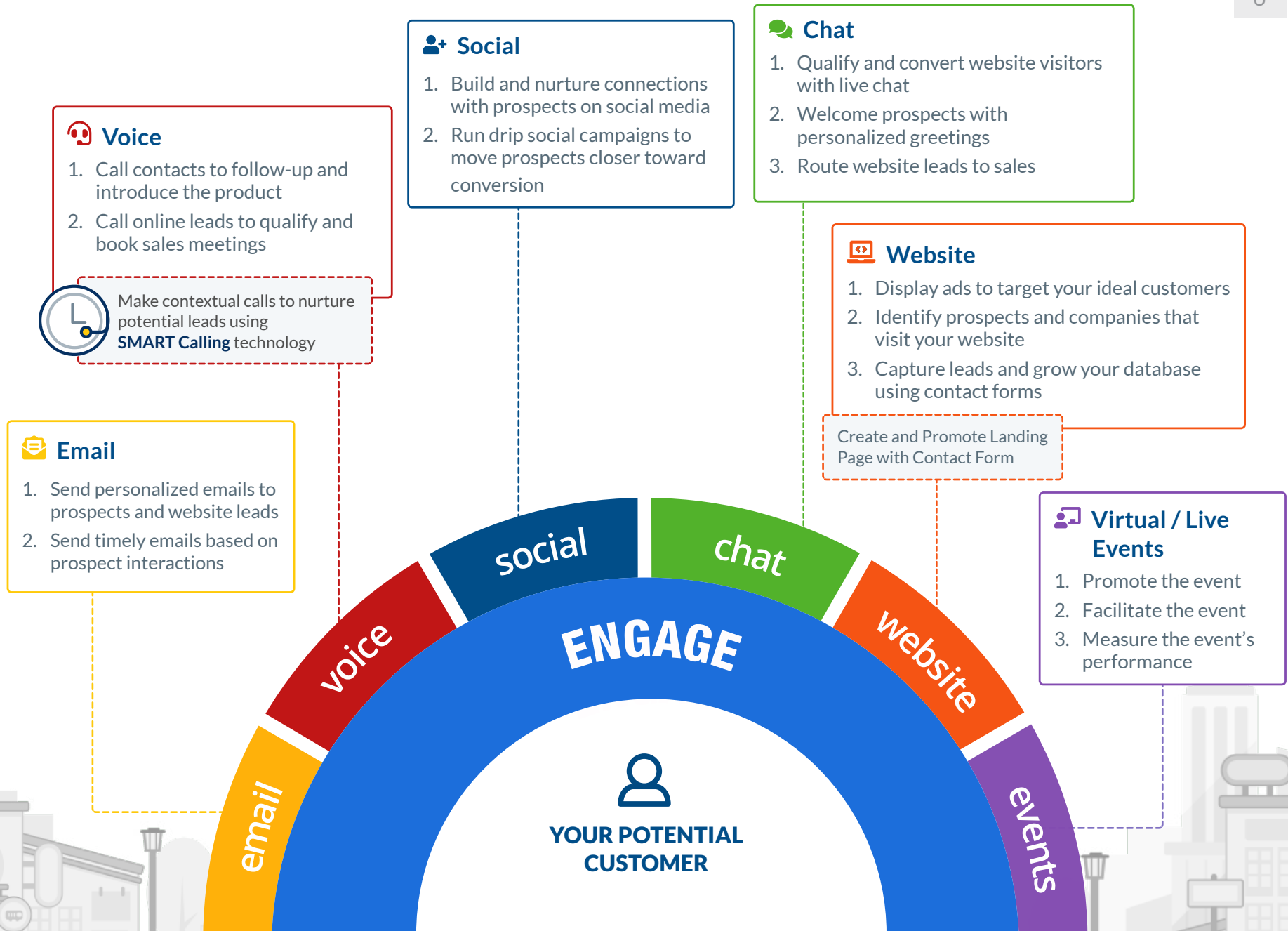
Multi-continent
coverage

The Callbox ABM Process

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Our ABM Process Helps Our Clients Succeed



Callbox Webinar and Live Event Support

Connect with Potential Clients through your
▶ **Virtual** or 🌐 **In-person** Event

Callbox helps you plan, run and manage virtual event campaigns. We can also help drive attendees or book meetings for live events whether you're hosting or attending.



Promotion

- Email Templates ▶ 🌐
- Call Scripts ▶ 🌐
- Landing Pages & Forms ▶ 🌐
- Promotional Materials ▶ 🌐



Hosting

- Practice Session ▶
- Speaker Introduction ▶
- Attendee Engagement ▶
- Q&A Moderation ▶
- Booth Traffic/Attendees 🌐
- Appointment Setting ▶ 🌐



Reporting

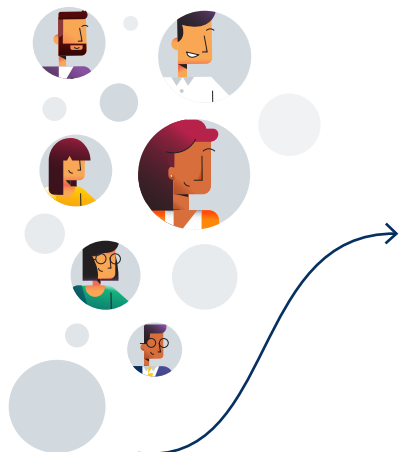
- Video Recording ▶
- Audience Feedback ▶ 🌐
- Q&A Report ▶
- Pre & Post-Event Metrics ▶ 🌐
- Attendees ▶
- Meetings ▶ 🌐



Nurturing

- Identify good-fit prospects from registrants and attendees ▶ 🌐
- Convert registrants and attendees into sales meetings ▶ 🌐
- Connect with other relevant contacts within the company ▶ 🌐

Target Prospects



SMART Calling

Sales and Marketing at The Right Time



Visited Website



Recency of Last Call



Opened Email



Accepted Invite



Target Prospects Prioritized by Lead Score



Jennifer Kim

LEAD SCORE

78



John Smith

LEAD SCORE

55



Erin Sterling

LEAD SCORE

49



Harry Ford

LEAD SCORE

33



SMART Calling scores and prioritizes target prospects based on their engagement:



Email Opens &
Last Replies



Recency of
Last Call



Social Strategy
& Activities



Website Visits

Appointment Dossier

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Verizon Wireless

2239 Broadway
New York NY 10024

PROSPECT INFORMATION

Sam Parker

Managing Partner - Mobility Solutions

Phone 212.201.3325
Mobile +1 646.980.4549
Email sam.parker@verizonwireless.com

COMPANY INFORMATION

Website www.verizonwireless.com
Location Type Single Location
Industry Telephone Communications
Annual Revenue \$1B+
Employee Size 10k
Description Verizon Wireless offers wireless telecommunications services, devices, and solutions.
Business Profile Source crunchbase.com/organization/verizon



Wednesday
Aug 9, 2022
3:30 PM PDT



See every touchpoint across all channels...

on Pipeline

91.5% HOT
100 Callbox
55 Campaign

Name
ThinkTech Software Solutions

Phone
+1 888 810 7464 Prefix

Street
14th Street

City State
Washington, DC Washington

Postal Code Country
10009 USA

Fax

Website
www.thinktechsample.com

Company Email
stevep@thinktechsample.com

Revenue Employees
\$50M - \$2B 100 - 499

Steve Pratt - New (Lead Completed by SDR)
June 7, 2022 1:00 PM
Date updated: May 11, 2022 8:33 PM

Caller: Kristhy
ONLINE MEETING

DATE: June 7, 2022
TIME: 1:00 PM (WA Time) / 3:00 PM (VIC Time)
DAY: Tuesday

COMPANY NAME: ThinkTech Software Solutions
ADDRESS: 14th Street, Washington DC, USA
PHONE NUMBER: +1 888 810 7464

CONTACT PERSON: Steve Pratt
JOB TITLE: ICT Manager
MOBILE: 61 4 3014 5201
EMAIL: stevep@thinktechsample.com

Q1: How do you currently manage your IT, is it in-house or outsourced?
Answer: In house

If in-house: Are you open to evaluate external vendor to support areas of your IT?
Answer: Yes

Q2: Are you looking to take advantage of the benefits available with cloud technologies?
Answer: Yes at some parts are still on-premise

...

CONTACTS

New
Appointment Set by SDR
Steve Pratt
Jun 7, 2022 1:00PM

Touchpoints

Connection Invite Sent
Jun 6, 2022 3:53 PM
connection invite sent

Appointment Set
May 11, 2022 5:02 PM
Caller: Kristhy ONLINE MEETING DATE: June 7, 2022 ...

For Follow-up with RC
Oct 11, 2021 11:50 AM
Steve Pratt is in a meeting. Callback

Email Sent
Sep 2, 2021 11:16 AM
Considering IT Review for Next Fiscal Year?

Email Sent
Aug 31, 2021 11:14 AM
Why IT assessment is important

Email Sent
Aug 30, 2021 11:14 AM
Make your IT set-up a priority

on HubSpot

Contacts Actions



Josh Pryce
IT Director at XYZSolutions

Note Email Call Log Task Meet

About this contact

Lead status
Lead Completed by SDR

First name
Josh

Last name
Pryce

CRM BEING USED

CRM (Others)

Event - Seminar & Webinar Registered
Sell the Webinar First, Your Product Second

Job title
IT Director

Email
joshpryce@xyzsolutions.com

Phone number
2037705200

Activity Notes Emails Calls Tasks

Filter by: Filter activity (8/27) All users All teams

Webinar
Josh Pryce attended the webinar Sell the Webinar First, Your Product Second for an hour
May 28, 2020 at 2:02 AM GMT+8

Full
Host: Have you organized or hosted a webinar before?

Josh Pryce: Yes

Host: Which is your preferred Webinar Hosting Tool?

Josh Pryce: Zoom

Marketing Email
Josh Pryce (joshpryce@xyzsolutions.com) was sent (WEBINAR) Josh, you're invited to our webinar, Sell the Webinar First, Your Product Second
May 19, 2020 at 1:15 AM GMT+8

Clicked Opens: 1 Clicks: 1

Call
Hasn't gotten back since he has to do some economic analysis.
May 12, 2020 at 3:46 AM GMT+8

Outcome
Connected

0:00 18:17

Add Comment

Form submission
Josh Pryce submitted Marketing State that Drive Top B2B Industries on The Savvy Marketer - B2B Marketing and Sales Blog- Callbox
Apr 25, 2020 at 6:14 AM GMT+8

RELEVANT CONTACTS

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Financial Manager

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Email sarah.nguyen@verizonwireless.com

Todd Norman

CEO

Phone 212.441.6016
Mobile +1 646.710.1643
Email todd.norman@verizonwireless.com

Agent Appointment Notes

LEAD COMPLETED

Received an Inmail from Sam expressing his interest about our services. He is interested to know and learn more about the product and see how we can be a benefit to their company. All necessary information can be sent to his email.

For Follow-up with RC

Date: Aug 27, 2021 11:49 AM
Notes: for FOLLOW UP, MQL

Email Sent

Date: Aug 27, 2021 10:18 AM
Notes: Buy your IT gear smarter!

Reached Gatekeeper

Date: Aug 27, 2021 10:18 AM
Notes: Dialed 61 4 3901 9405, reached voice mail of Steve Pratt (ICT Manager). Callback

Reached Gatekeeper

Date: Aug 26, 2021 6:53 PM
Notes: Steve Pratt (ICT Manager) still not available. We'll try next time.

Appointment Set

Date: Jun 22, 2021 6:36 PM
Notes: ONLINE MEETING (SQL) DATE: July 1, 2021 TIME: 9:30 AM (WA Time) 11:30 AM (AEST) DAY: Thursday

What You Get When You Sign Up

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Your Team



Client Success
Manager



Production
Manager



Dedicated Sales
Development Rep(s)



Email and Social
Marketing Specialist



Research and
Data Analyst



Quality Analyst



Leads Management



Content
Creation and
Optimization



Database
Access



Call
Marketing



Email
Marketing



Social Media
Marketing



24/5* Chat Support
& Targeted Ads
Campaign

*chatbot on weekends
and holidays



Sales Enablement & Support



Pipeline
Lead Nurture
Workflows



HubSpot
Marketing Hub*
and Sales Hub

*optional



Onboarding
and Training



Event Hosting /
Appointment Setting
and Confirmation



Back Office
Sales Support

Global reach

Steady funnel of
qualified leads

Increased flexibility,
scalability and
reliability

Valuable sales and
market intelligence

Timely, efficient and
cost-effective

Accurate brand
representation and messaging

Focused sales
development expertise



Our Value To You

Services, people, and resources to help you grow your business

Awards



**Global Leader for Lead Generation Services
2021, 2019**
Clutch



**Top 50 Outbound Call Center Services
2019**
The Manifest



**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



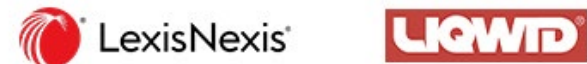
**Top 10 in Best Lead Generation
2016, 2015**
TopSEOs



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

Clients

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What Our Clients Have to Say



Anne Lin



Callbox has applied their ABM strategies to help our company generate leads in APAC regions, including SG, MY, TH, AU and so on. The main goal is to set up appointments with qualified leads to increase opportunities for business development.



Joachim Fong

Callbox has provided us with satisfactory lead generating and lead nurturing services. They were instrumental in securing attendees for our events, scheduling client appointments and facilitating the sale of one of our benchtop systems.



Monique Dicarlo

From the beginning, working with the Callbox team has been outstanding. Their team is well organized and eager to learn about our industry and goals. They are easy to work with and very responsive. Callbox helped us with webinar registrations and attendance and appointment setting.



Tara Jafari

We have been a regular customer of Callbox for over five years and completely trust them with our outbound marketing and telemarketing efforts. We are impressed with the team's capability in managing our campaigns and delivering real leads and results.



Jennifer Hudgens



Callbox have set meetings for me with my top target contacts leading to sales. Many are with new companies I have never contacted before!



Cody Baird

Their transparent communication and ability to deliver on promises are key to great project management.





LEAD MANAGEMENT SOLUTIONS

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+1 310.439.5814 (Direct)

Let's Talk!

click to email us or
schedule a call

