



# Solutions to expand your business over France & Europe

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- You are a Tech Company
  - Offering innovative product or service like IoT; Blockchain; Artificial Intelligence; Digital TV; ...
- You wish to expand over France, over Europe
- We can help you



# We offer various solutions

## ☐ Sales representative



- Experienced BizDev at disposal
- 1 Day, 2 days per week or more

## ☐ « Sales Boost »

- 4 Steps promotion campaign : targets identification, mail validation, mailing campaign and phone call

## ☐ «Fast lane»



- Appointment set up
- Direct access to CI-Services customer base

## ☐ Digital Marketing digital

- Outbound mailing campaign
- LinkedIn Inbound marketing plan
- Build up customer base
- Web site Scrap

## ☐ Content production

- Post, article and white papers

## ☐ Conseil & support

- Product presentation at shows, exhibitions, etc

# Sales representative «All in One»

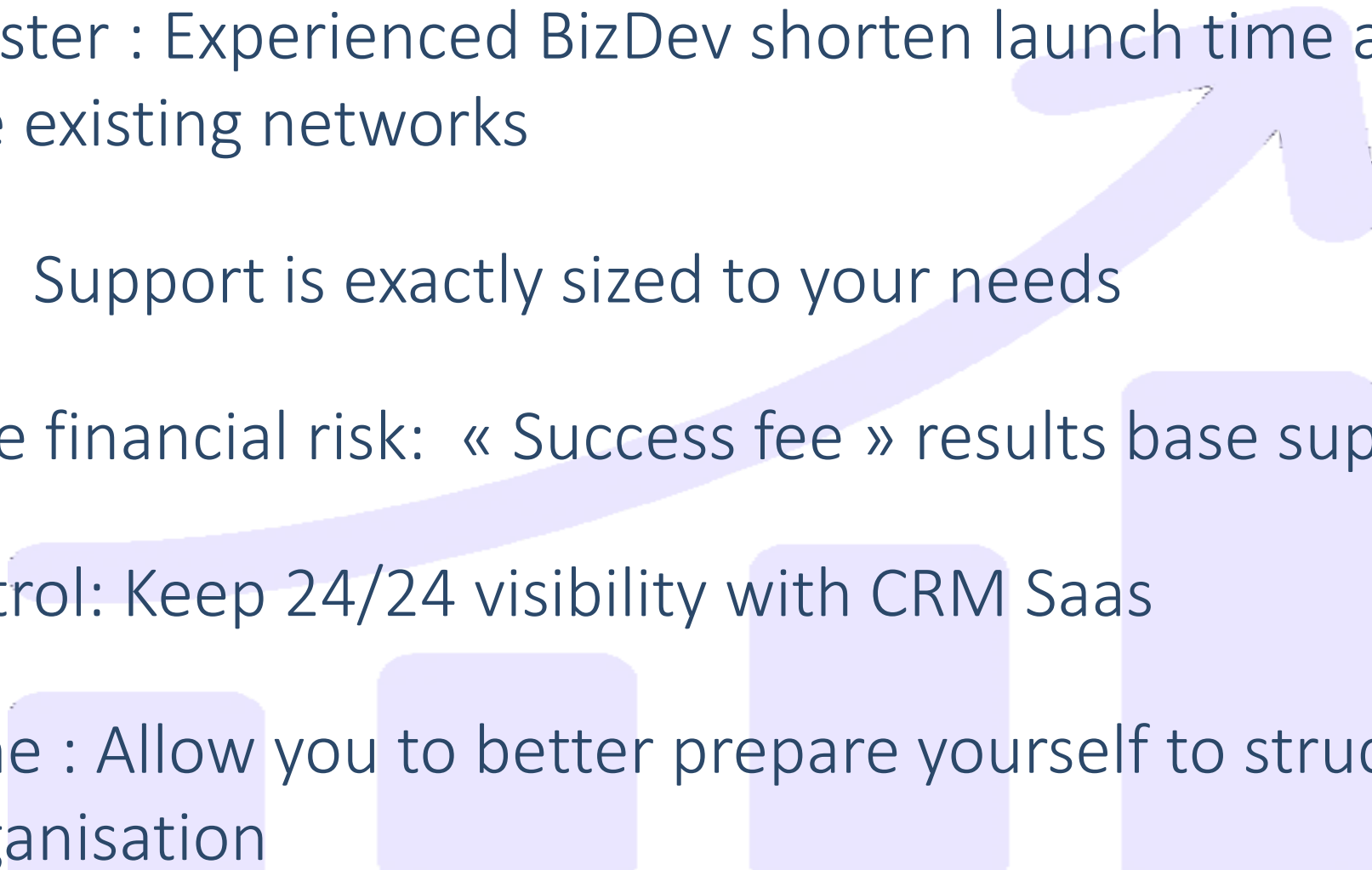
- Sales representative agreement, one year duration, renewable
- Experienced BizDev at disposal: 1 Day, 2 days per week or more
- Direct access to CI-Services customer base
- Upon agreed sales targets, propose and execute sales plan
- Latest Inbound and Outbound marketing methods used for maximum efficiency

# All in One

## ☐ Sales representative agreement

	Description
“Success fee” reward	<ul style="list-style-type: none"><li>• 8% commission for light delegation, ie : appointment made</li><li>• 15% commission for full service up to order entry</li></ul>
Advance on results	<ul style="list-style-type: none"><li>• 1 000 € / month for 1 day per week</li><li>• 2 000 € / month for 2 days per week</li></ul>
Flexible	<ul style="list-style-type: none"><li>• One year contract, renewable</li><li>• 1 month notice to end collaboration</li></ul>
100 % under control	<ul style="list-style-type: none"><li>• 100% visibility either with customer or Bitrix CRM</li><li>• Built-up customer database belongs to you</li></ul>

# Key benefits

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- Much faster : Experienced BizDev shorten launch time and leverage existing networks
  - Flexible: Support is exactly sized to your needs
  - Minimize financial risk: « Success fee » results base support .
  - Full control: Keep 24/24 visibility with CRM Saas
  - Save time : Allow you to better prepare yourself to structure your organisation

# Sales boost 4 steps to secure your first customers

## 1 Targets identification



## 2 Email Finder



## 3 Digital Marketing Campaign

### Sales Boost



Bonjour\*{FNAME}\*,

Il y a quelques semaines, je vous informais de la nouvelle offre Sales Boost. Cette offre permet en quelques mois d'identifier, d'adresser puis d'acquiescer de nouveaux clients. Est-ce vraiment efficace ?

Aujourd'hui, j'utilise pour un client la combinaison :

- Identification ciblée des prospects : Sales Navigator

Grace au grand nombre de connexions établies depuis de longues années, j'ai eu un accès à l'ensemble de la base de données LinkedIn. Avec la maîtrise des filtres, je sélectionne les prospects qui correspondent exactement au profil recherché.

- Recherche des adresses mail et N° de téléphone : Hunter

J'utilise aussi d'autres outils Mail-Finder, etc. Je complète si nécessaire les recherches Google

- Campagne de mailing : MailChimp

Outil très pratique qui vous indique le nombre de messages lus, et le nombre de clics

## 4 Closing



within 3 months

We address all the targets

And call hot prospects



Budget under control



Customer base  
Validated

Granted ROI

Quality market  
feedback

# CI services brings

- Long experience in Business Development in electronics and software:



- Deep understanding of a broad range of technologies :
- Capability to navigate within moving business eco-systems :
  - ✓ Internet of things (IoT), Digital Television, Smartcard,



- Global approach with several experience abroad, and of top management

# Interested ?



- <https://www.ci-services.fr/english/>
- <https://www.ci-services.fr/2017/01/31/selling-tech-innovation-why-experience-matters/>



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