



Solutions to
expand your business



over France & Europe

- 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



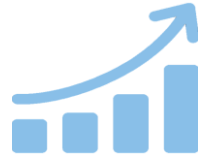
We offer various solutions

☐ 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

☐ Specific 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



☐ Sales representative agreement

Simplicity Pack

- Experienced business developer at disposal
 - 1 day per week equivalent
- Simple delegation
 - From identification up first appointment
- Fixed compensation
 - 1 850 € / month
- Variable "Success fee" reward
 - Appointment or sent offer
 - Price set upon product/service
 - ex : 95 € per appointment
- Marketing tools
 - Mailing, phoning,
 - LinkedIn search

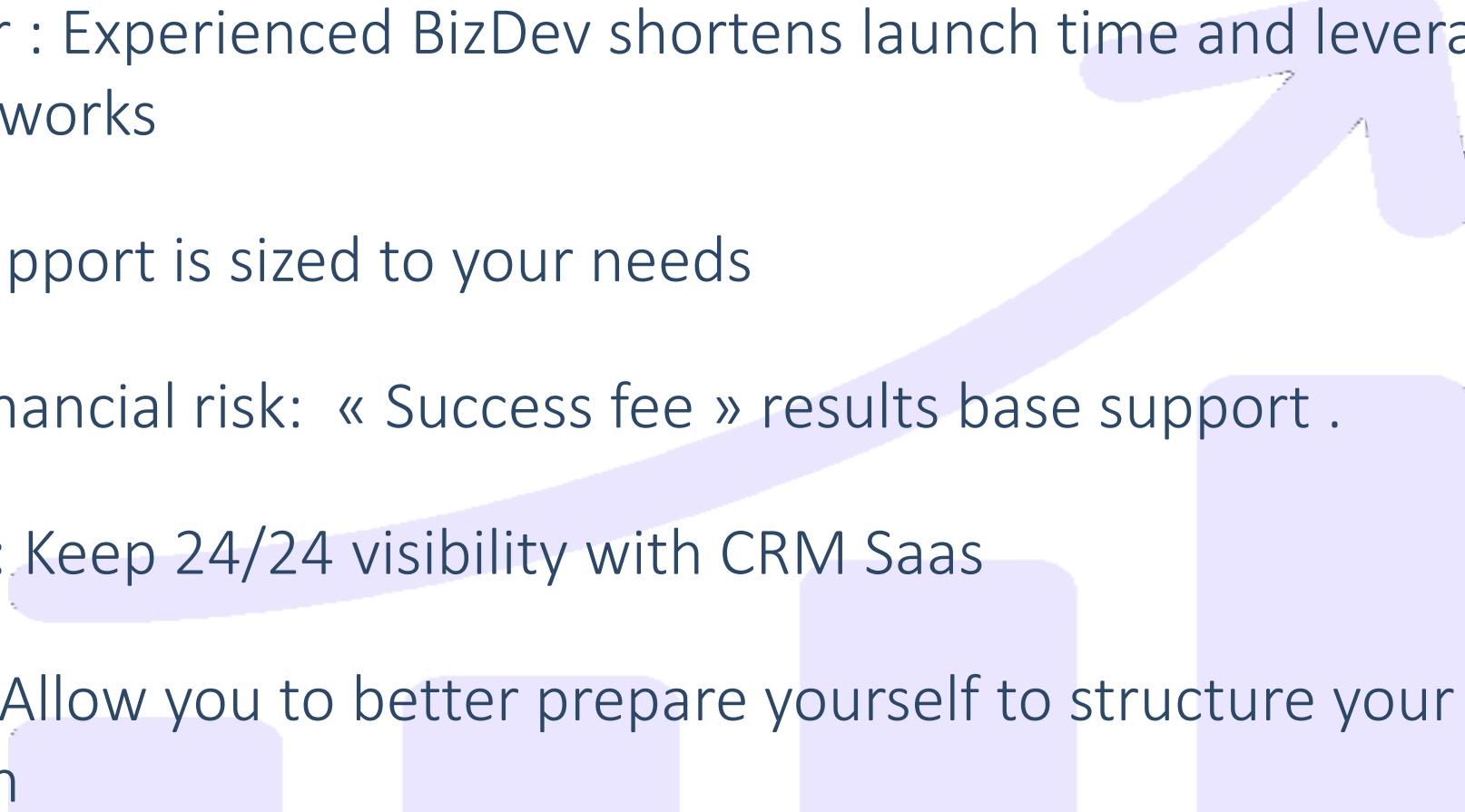
High Tech Pack

- Experienced business developer at disposal
 - 2 days per week equivalent
- Full representative service
 - From identification up to order entry
- Fixed compensation
 - 2 800 € / month
- Variable "Success fee" reward
 - Design-in/Design-Win
 - Price set upon product/service
- Marketing tools
 - Mailing, phoning
 - Social Selling inbound/outbound
 - Industry events
- 24/24 visibility with CRM

Custom Pack

- We adapt to your needs
- We look at your sales targets
- We evaluate market response
- We send a proposal
 - listing the required expertise
 - estimated workload
- We execute the agreement

Key benefits

- Much faster : Experienced BizDev shortens launch time and leverage existing networks
 - Flexible: Support is 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
- 

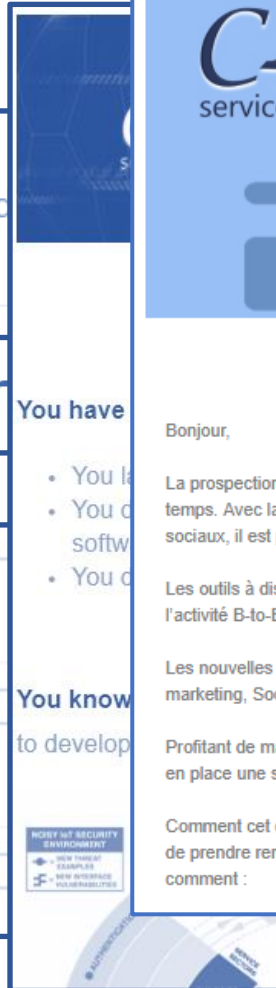
Sales boost 4 steps to secure your first customers

1 Targets identification



2 Email Finder

hunter



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 de ces 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



Sales boost

within 3 months

We identify and address all the targets

And call hot prospects

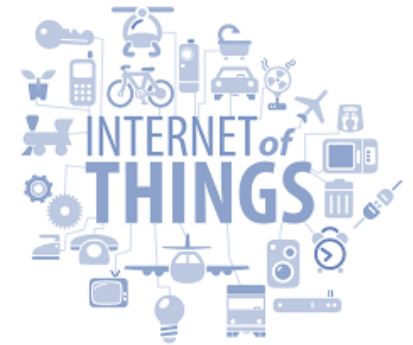


CI services brings

- 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
- Up to date promotion tools : CRM, mailing, social selling, growth hacking





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