



Solutions to
expand your business
over France & Europe

January 2023

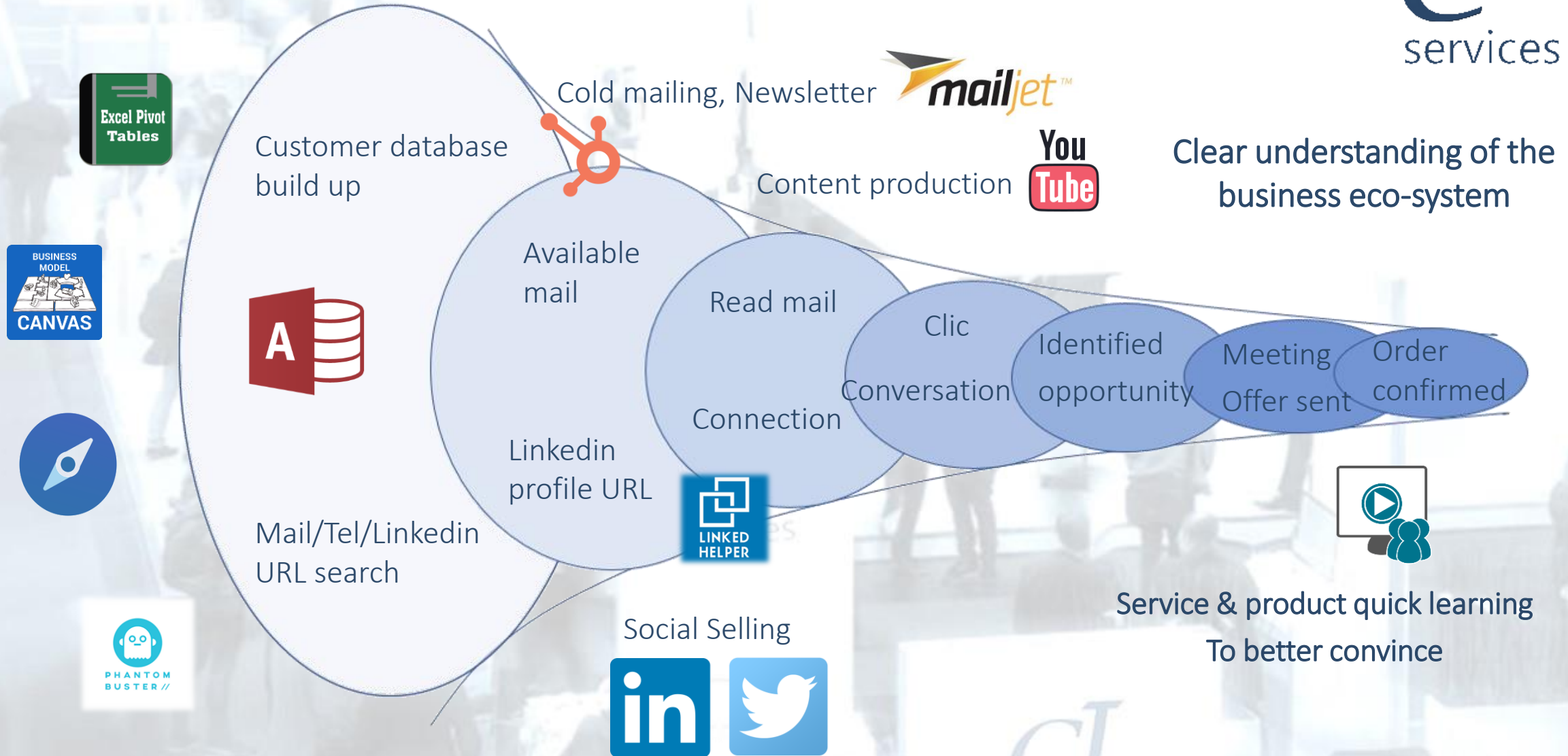
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- You are a Tech Company
 - Offering innovative product or service like IoT; Blockchain; Artificial Intelligence; Software..
 - You wish to expand over France, over Europe
 - We can help you

Business development services

- Experienced BizDev at disposal: 1 Day, 2 days per week or more
- Execute agreed sales plan upon budget and calendar,
- Latest Inbound and Outbound marketing methods used for maximum efficiency
- Sales representative agreement
- Mix reward scheme 50% monthly fee and 50% upon results

 CJ
services

Complete set of expertise for a quick start and successful execution



Our standard offers

Simplicity Pack

- Senior Business Developer
 - 1 day / week
- Delivery
 - Go-to-market plan set-up
 - Targets selection
 - Customer database build up
 - LinkedIn profile creation
 - Promotion e-mailing & LinkedIn
 - Customer call
 - Appointment set up
- Reward scheme
 - 2 350 € monthly fee
 - 100 € per appointment, to be set depending of business case

High Tech Pack

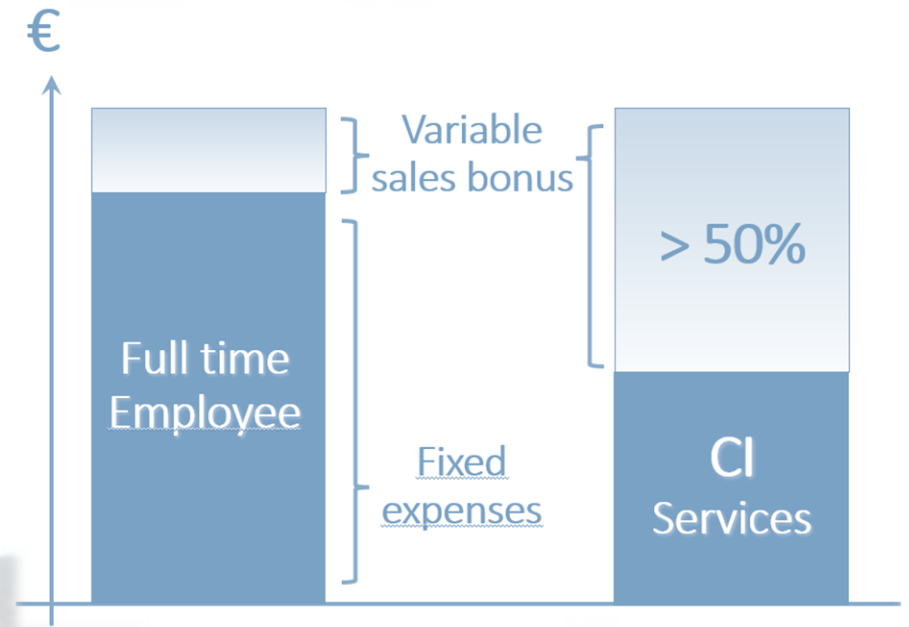
- Senior Business Developer
 - 2 days / week
- Delivery
 - Go-to-market plan set up
 - Targets selection
 - Customer database build up
 - LinkedIn profile creation
 - Promotion e-mailing & LinkedIn
 - Customer call
 - Appointment set up
 - Opportunities follow-up
 - Promotion content production
- Reward scheme
 - 3 400 € monthly fee
 - Variable set depending of the business case

Options

- Field presence
 - Exhibition stand
 - Conference speaker
 - Customer visit
- Promotion campaigns
 - Mailing / cold call
 - Social Selling
 - Roadshow
- Can modulate allocated resources upon results, product availability, target change, etc.

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 final organisation



CI services brings

- Long experience in Business Development in tech and software:



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





AGENCE DE PROSPECTION B TO B POUR ENTREPRISES DE TECHNOLOGIE

ci-services.fr/english
pcourrier@ci-services.fr
Tél: +33 6 29 89 43 81

Aix en Provence, France

