



INDUSTRIAL OUTSOURCED PROSPECTING AND APPOINTMENT SETTING SOLUTIONS



3016 S. 3rd Street, Suite 201
Jacksonville Beach, FL 32250



cs@salesleadsinc.com
www.salesleadsinc.com

ABOUT SALESLEADS

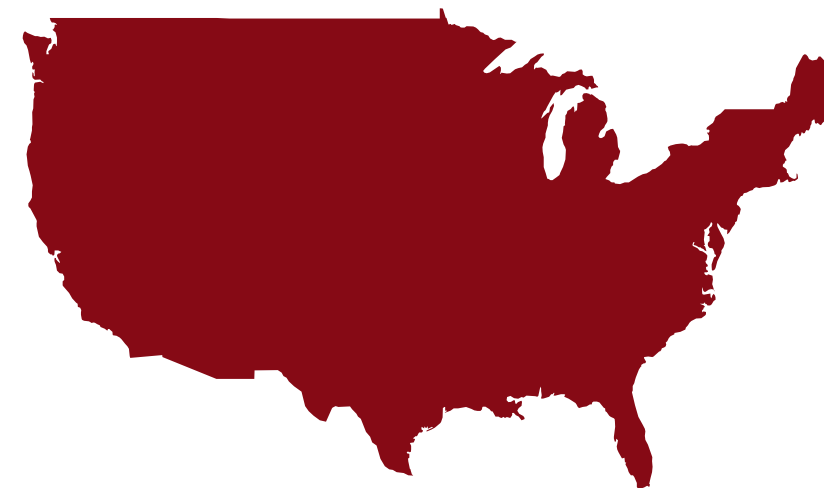
WHO WE ARE

Our Outsourced Prospecting service is a turn-key addition to your existing sales and marketing teams. We bring the people, process, technology, and data to turbocharge your outbound sales motion and sales prospecting efforts, so your internal team can focus on qualified SalesLeads with an identified need.



COMPANY

Founded in 1959



US BASED

100% US Based –
Headquarters in Jacksonville
FL



CLIENTS

Portfolio of 500+ Clients Focused
on Marketing to Industrial
Companies

OUR MISSION



SalesLeads' sole focus is to help industrial suppliers to find new customers and efficiently grow revenue.

"We've tried other strategies, but did not have the success we have had with SaleLeads... They have become an extension of our sales team" — FORKLIFT DEALER (President, Denver CO)

SALES & MARKETING FUNNEL



LEAD GENERATION

Process of identifying, attracting, and nurturing new potential business or clients



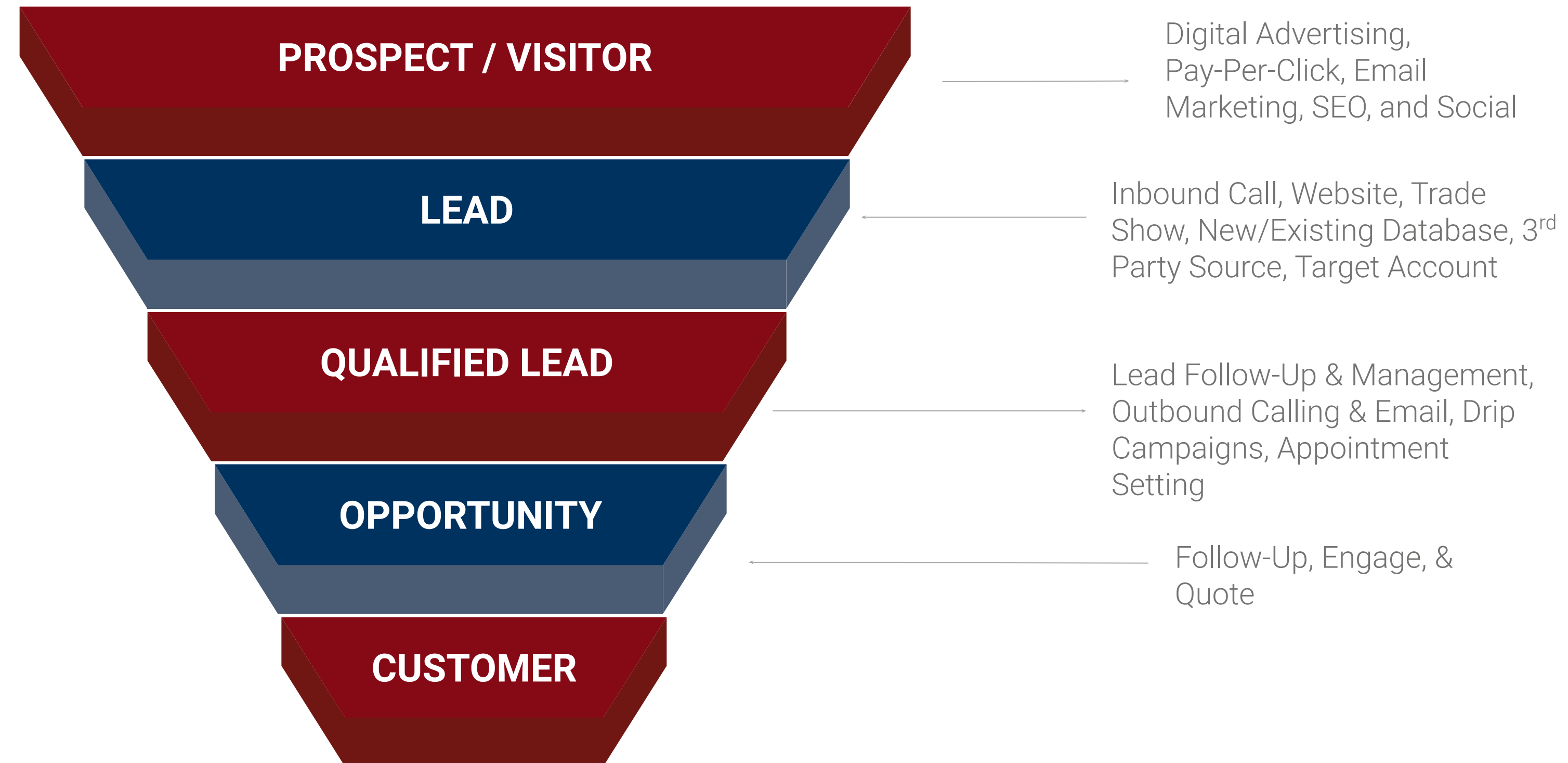
LEAD

An individual who indicates interest in our clients' products or services



QUALIFIED LEADS

Deeply engaged contact with a defined need and purchase authority worthy of a direct by our customer's sales team



HOW IT WORKS – OUR PROCESS



PIPELINE PROCESS

BUSINESS DEVELOPMENT MANAGER

PART-TIME / FULL-TIME

UP TO 80 - 100 CALLS/DAY

CLIENT CALLER ID & VM BOX

CLIENT ISSUED EMAIL ADDRESS

We strive to sync with your brand and process to appear to be just like we are on staff at your company. We mimic your email domain, signature, messaging, caller ID, etc, and use your sales materials.

Its like scaling your outbound sales motion without having to figure out the hiring, processes, management, training, technology and data

TYPE	START DATE	ACTIVITY TYPE
Call	Day 1	1 st Voicemail
Email	Day 1	1 st Email Template
Call	2 Days	1 st Follow-up Call
Email	5 Days	2 nd Email Template
Call	8 Days	2 nd Follow-up Call
Email	20 Days	3 rd Email Template
Call	30 Days	3 rd Follow-up Call
Email	60 Days	Non-responder Email Template
Call	120 Days	Non-responder Call
Call	150 Days	Non-responder Call
Email	180 Days	Re-start Activity Series

RESULTS DRIVEN APPROACH



POSITION
YOUR CORE SERVICES

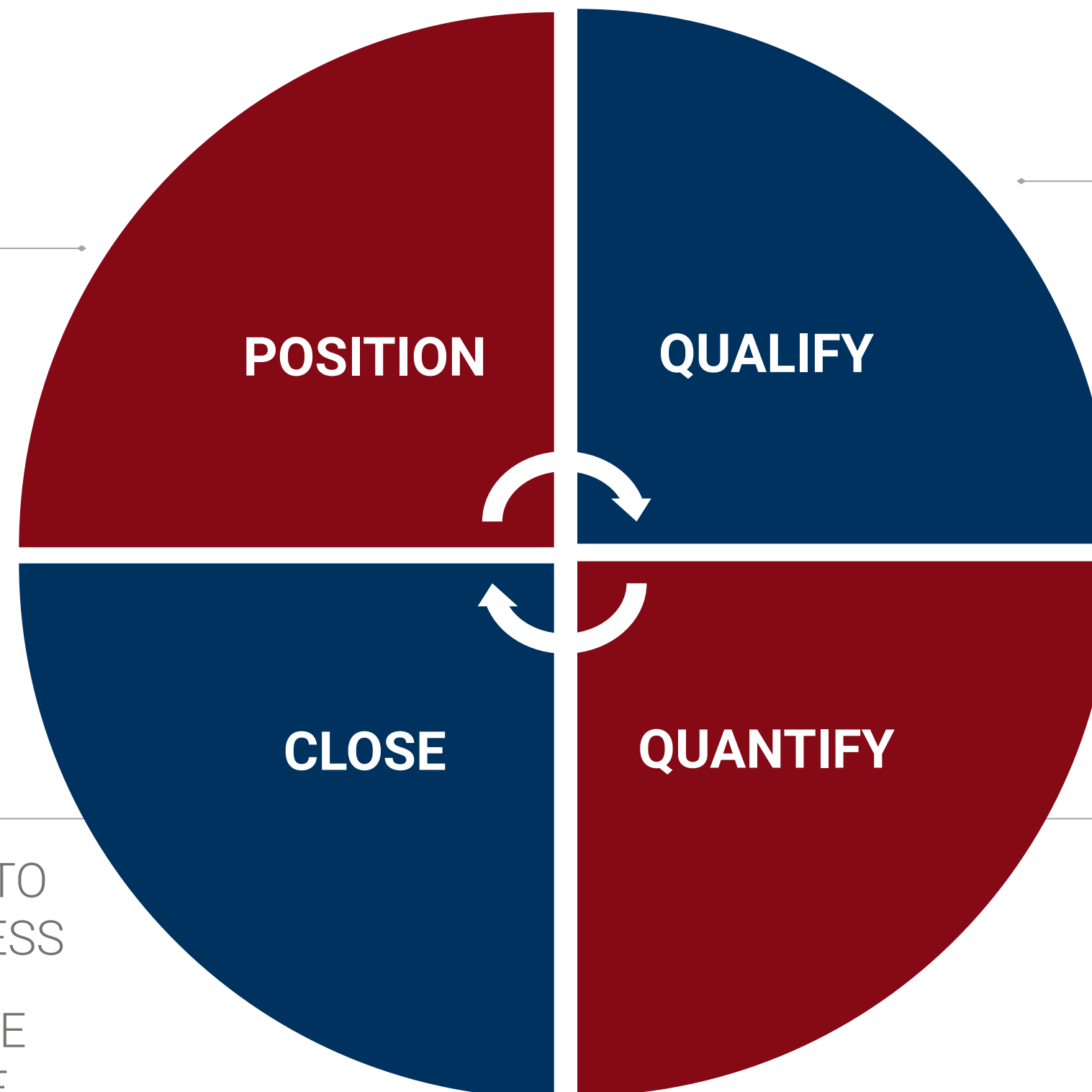
INTRODUCE
PURPOSE
AWARENESS



CLOSE/NEXT STEPS
THE HANDOFF

CONFIRM NEXT STEPS TO
ADVANCE SALES PROCESS

SITE VISIT, FACE-TO-FACE
MEETING, CONFERENCE
CALLS, ETC.



QUALIFY
BASED ON YOUR NEEDS



SPEAK W/ DECISION MAKER
IDENTIFY NEEDS
POSITION PRODUCT
GATHER MARKET INTEL

QUANTIFY
TO YOUR SPECIFICATIONS



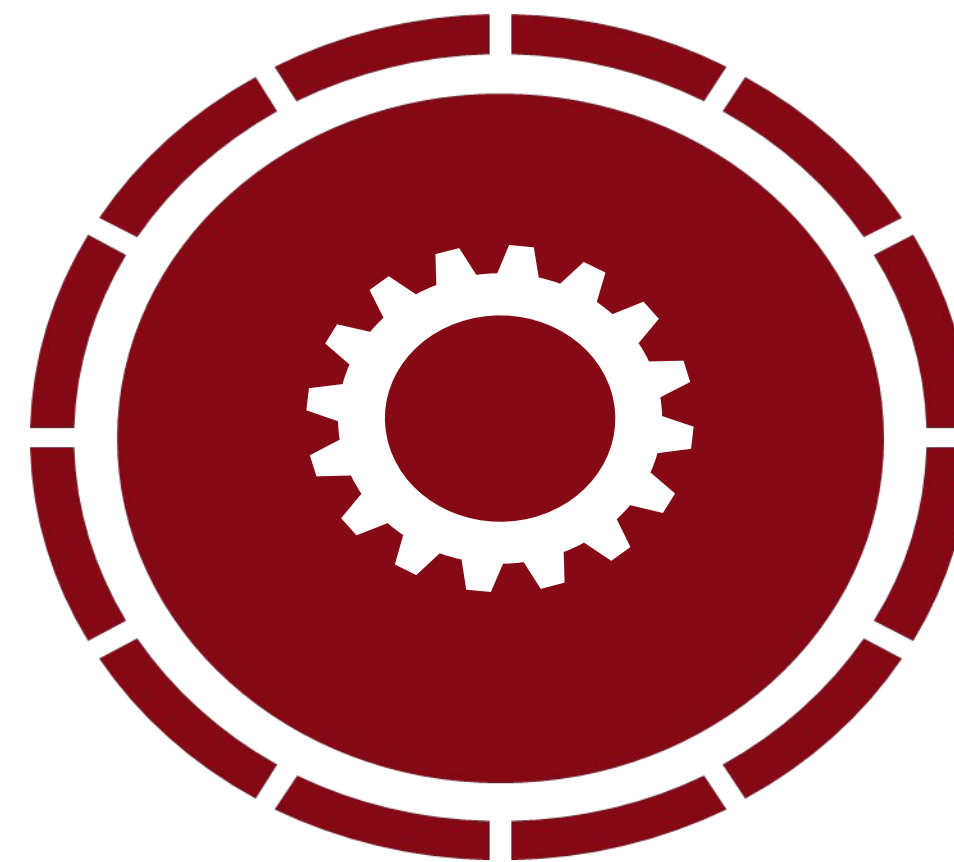
BUDGET
AUTHORITY
NEED
TIMEFRAME

WHO WE WORK WITH



INDUSTRIAL DISTRIBUTORS

Material Handling - Packaging Equipment -
Compressed Air - Industrial Automation -
Robotics - Industrial Equipment - Industrial
Supplies - Cranes and Hoists - Lighting



ENGINEERING & CONSULTING FIRMS

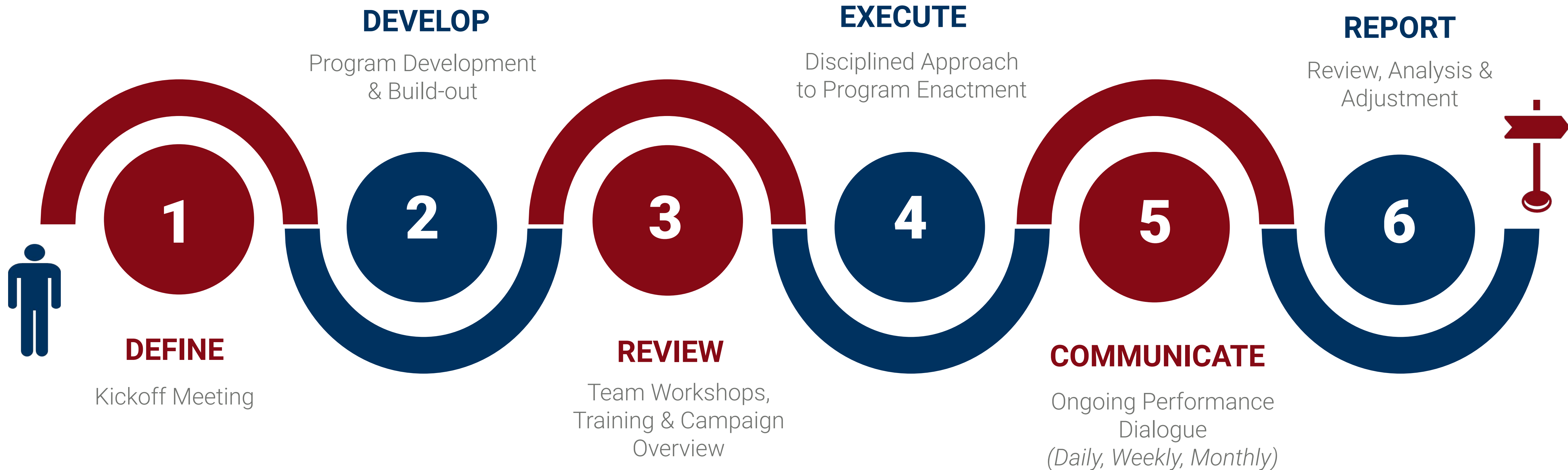
Design Engineering - Packaging - Process
Engineering - System Integration - Mechanical -
Electrical - Process Improvement - Control
Design - Specialty Contractors



SERVICE PROVIDERS

Facilities Services - Maintenance Providers -
Floor Coatings - Staffing - Logistics - Software -
Material Recycling - Packaging Design - Security
- Rigging and Millwright

ROAD MAP TO SUCCESSFUL PARTNERSHIP



CLIENT TESTIMONIALS

“

SalesLeads is a way to get more qualified leads to our outside teams...the business development reps they have are talented and experienced.

”

**MATERIAL HANDLING
EQUIPMENT
DISTRIBUTOR
MARKETING DIRECTOR –
DALLAS, TX**

“

SalesLeads helps us to filter out our inbound and trade show leads, ask qualifying questions, so we can get more sales ready, qualified leads from our marketing efforts...It's a much better use of our time.

”

**SECONDARY
PACKAGING EQUIPMENT
MFR.
VP SALES – ALEXANDRIA, MN**

“

SalesLeads gets us in with the right decision makers from a target account list...In the past, we've always relied on businesses coming to us, until SalesLeads.

”

**COMPRESSED AIR
SYSTEMS
SALES MANAGER – MACON, GA**

ADDITIONAL SERVICES

WRITE YOUR GREAT SUBTITLE HERE

INDUSTRIAL MARKET INTELLIGENCE PLATFORM

Since 1959, we have been helping our clients throughout North America to identify companies that are planning CapEx projects at their manufacturing, processing, and distribution facilities throughout North America.

Our Industrial Market Intelligence platform enables sales reps, business development teams, marketing leaders to focus resources on the right accounts at the ideal time; when they have an impending need.

CARBONLITE INDUSTRIES, LLC.
Publish Date: 3/18/2020 / Lead No.: 106811 / SIC: 4953

Export

Save

Share

PROJECT INFORMATION

CARBONLITE INDUSTRIES, LLC.
www.carbonliterecycling.com
Recycled plastic bottle mfr. is planning to invest \$80 million for the construction of a manufacturing facility and currently seeking a site in ORLANDO, FL. Watch SalesLeads for updates.

Project Location: FL

Project Area Code: 407

Facility Use: Manufacturing/Production

Project Type: New Construction

Project Stage: Conceptual

Project Value: 25 - 100 mm

CONTACT INFORMATION

PRIMARY LOCATION

CARBONLITE INDUSTRIES, LLC.
10250 Constellation Boulevard
Los Angeles California 90067
United States
📞 310-437-7005

Jeffrey Walsh | SVP, NA Operations
jeff@carbonliterecycling.com | 📄

Rob Gamberg | Corporate Purchasing Mgr.
rob@carbonliterecycling.com | 📄

View More Contacts

OppAlerts

Air Emissions Control Equipment

Control Systems and Instrumentation

EPC

Heat Exchangers

Loading Dock Equipment

Mechanical Construction

Signage

Building Construction

Conveyors

Fire Suppression Equipment

HVAC Equipment

Manufacturing Equipment

Networking/Security Equipment

Compressed Air Systems

Cranes and Hoists

Floor Coatings

Lift Trucks

Material Handling/Storage Equipment

Packaging Equipment



STAY IN TOUCH WITH US



SalesLeads, Inc
3016 S. 3rd Street, Suite 201
Jacksonville Beach, FL 32250



Our Phone
(800) 231 7876



Email / Website
cs@salesleadsinc.com
www.salesleadsinc.com