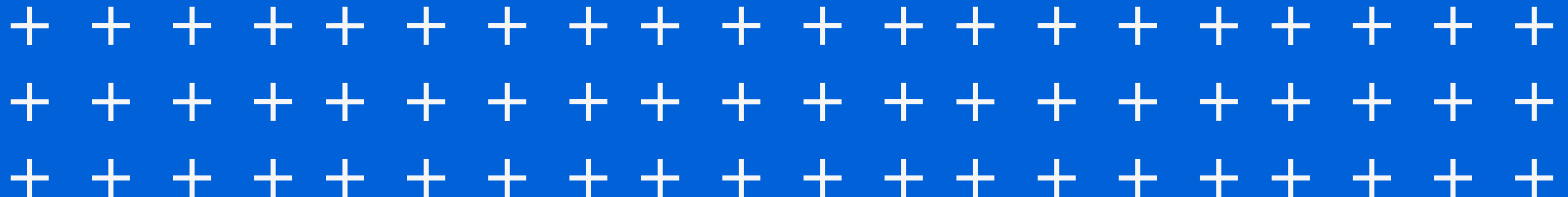


Leadership Development Coach & Consultant

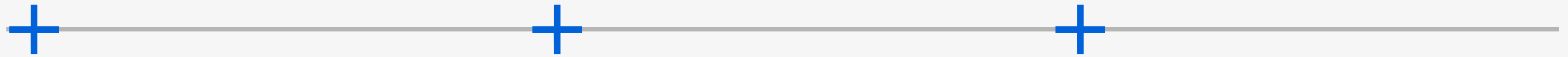
CASE STUDY



Challenges



They need someone who can



Research and implement lead generation strategies

Extract/download generated leads in sales navigator to work them on spreadsheet

Creating quantitative and qualitative analysis based on the Employee Survey results



Solution



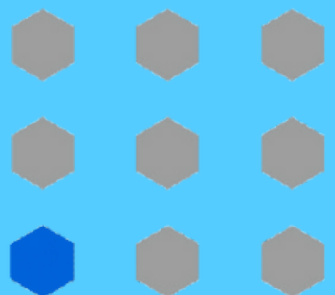
What we did



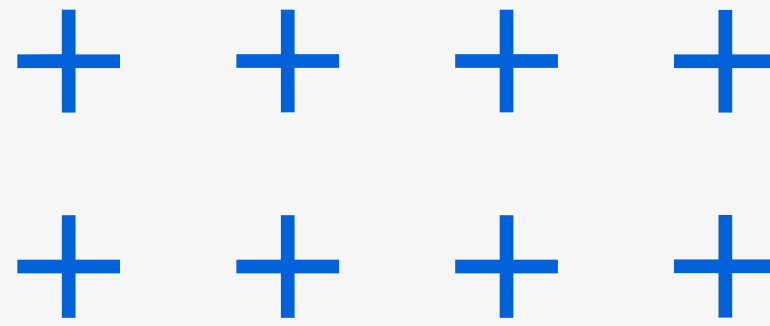
2 virtual assistants were provided and researched best practices of lead management in sales navigator.

1,000 potential leads were filtered on the spreadsheet.

Easier and faster grasp of the employee survey result because of the quantitative and qualitative analysis made.



Results



- Spreadsheets were filtered efficiently.
- Reaching out to potential leads were easier because of better lead management.
- The client was able to focus more on his business as a coach.
- The client saved time and was satisfied with the work provided by the VAs.

