

Inside Sales Development

At GBS, we've identified a need within many small-to-medium sized companies for Inside Sales Development.



B2B MARKETING

- Obtaining and filtering a list of potential customers for sales efforts
- Developing a strategy for potential customer contacts
- Recommendations for CRM (Customer Relationship Management) software suitable for tracking your sales efforts
- Calling potential customers to confirm their interest in your product/service
- Producing and mailing follow-up marketing materials for your products/services
- Making follow-up calls and emails to solidify sales leads
- Development of PowerPoint presentations and hosting webinars between your sales and technical personnel and the customer
- Designing/developing effective trade show booths for your company
- Support personnel for setting up/manning your trade show booth



GBS's Inside Sales Development services are a low-cost alternative to new account development for companies that don't yet have inside sales departments or on-staff sales reps.

***Better results
at less cost,
and fewer
headaches!***

GBS's niche is building strong B2B relationships for our clients, helping them to increase and establish a strong customer base.

GBS IS NOT A TELEMARKETING COMPANY



You Have Challenges. We Have Solutions.

BUSINESS MARKETING • CAREER DEVELOPMENT
BUSINESS SERVICES • TRAINING • CONSULTING/PROJECT MANAGEMENT

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