

**YOU DON'T WANT
SALES A TOOLS**

YOU WANT MEETINGS



The Complete Sales Development Platform

The average cost per SDR outbound meeting is \$500.

Are you okay with status quo?

WHAT'S WRONG WITH SDRS

A SDRS COST A FORTUNE



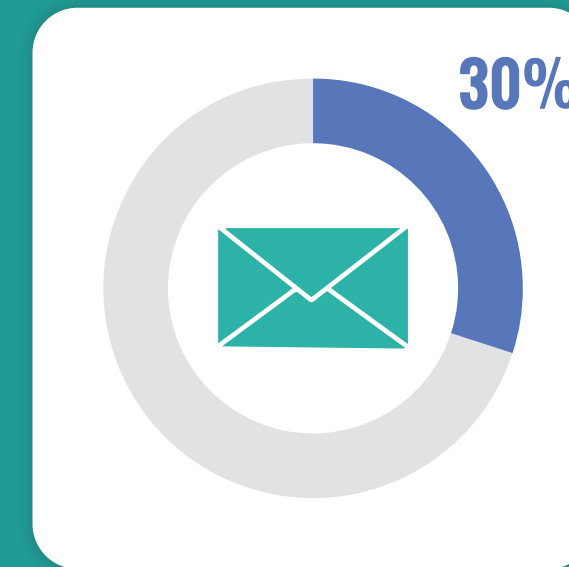
The total cost to manage even a two person SDR team is **\$330,000** annually

B SDRS ARE LAZY



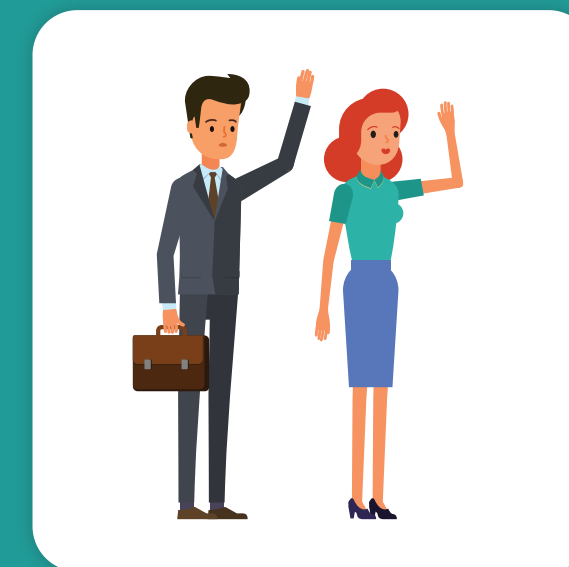
Most use mass outreach techniques that result in low response rates

C BAD DATA LEADS TO BAD RESULTS



Over 30% of emails don't make it to their intended recipients

D THE MAJORITY LACK FOCUS & TRAINING



Very few SDRs produce right away and to make things worse, the average tenure is only 18 months

INTRODUCING PURSUIT

Pursuit finds prospects and schedules meetings for your sales team

WHAT OUR CUSTOMER'S ARE SAYING :



“After buying stale leads lists for the past 10 years, it was great to finally find a vendor that goes to such great lengths for data integrity.”

GRANT DASSO (MOBI ROBOTICS)



“It's amazing that companies are still hiring SDRs when they could use Pursuit to produce qualified appointments at a fraction of the cost.”

GARRETT BROWN (MTS CLOUD SOLUTIONS)

OPERATIONS IN THESE LOCATIONS :

PHILADELPHIA

SAN FRANCISCO

BANGALORE

MANILA



WHY PURSUIT IS BETTER THAN IN-HOUSE SDRS



**20% OF THE COST
OF TRADITIONAL
SDRS**



**5X MORE
MEETINGS THAN
AVERAGE SDR
CAMPAIGNS**



**PROPRIETARY
TECHNOLOGY**



**PROVEN SALES
TECHNIQUES**

LEAD GENERATION

TARGETING & SEGMENTATION

A IDEAL CUSTOMER PROFILIING

 Advanced Database & Segmentations Tools

 Market Segments & Buyer Personas

 Prospect Lead Scoring

B AI-ASSISTED INTELLIGENCE

 Go-To-Market Insights

 Territory Optimization

 Import to CRM

EMAIL & CONTACT ENRICHMENT

C EMAIL HUNTER

 Find & Verify Any Business Email

 Upload Lead Lists In Bulk

 Verify Via API

D CONTACT ENRICHMENT

 500+ Million Contact Database

 Firmographic & Technographic Insights

 Predictive Persona Modeling

PROSPECT OUTREACH

MAKE OUTBOUND YOUR COMPETITIVE ADVANTAGE

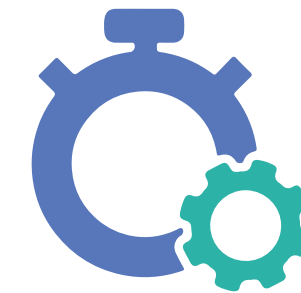
A RECEIVE PREDICTABLE INBOUND SALES OPPORTUNITIES



Personalized 1-to-1
Emails At Scale



Intelligent Value-Centric
Sales Calls



A/B Optimized
Outreach

B LEVERAGE PROVEN SALES TECHNIQUES



Outreach: WYWYN,
Basho



Discovery: MEDDIC,
Sandler

C TEAM UP WITH TIER-1 SDRS



Only 1 out of 100
Applicants Hired



Real-Time
Feedback

PROSPECT OUTREACH

ENTERPRISE REPORTING & ANALYTICS



ACCOUNTABILITY
METRICS



WEEKLY PERFORMANCE
REPORTS



GO-TO-MARKET
INSIGHTS



QUARTERLY BUSINESS
REVIEWS



“Initially it was scary moving this function outside of our company, but after a year of cost savings and consistent meetings, I’m very happy we took the leap.”

Shannon Harara // Telemogi

PLANS & PRICING



START-UP Basic Plan

250 prospects/month

Targeted email & phone outreach

Dedicated SDR

Ideal customer profiling

Targeted lead segmentation

Import leads to database

Automatic response routing

AI-assisted meeting scheduling

3-month minimum term

Contact for Pricing



GROWTH Pro Plan

500 prospects/month

Targeted email & phone outreach

Dedicated SDR team

Ideal customer profiling

Targeted lead segmentation

Import leads to database

Automatic response routing

AI-assisted meeting scheduling

3-month minimum term

Contact for Pricing



ENTERPRISE Enterprise Plan

1,000+ prospects/month

Targeted email & phone outreach

Dedicated SDR Team

Ideal customer profiling

Targeted lead segmentation

Import leads to database

Automatic response routing

AI-assisted meeting scheduling

3-month minimum term

Contact for Pricing

FREQUENTLY ASKED QUESTIONS



CAN I USE PURSUIT IF I ALREADY HAVE SDRS?

Yes! Using Pursuit is not mutually exclusive. In these scenarios we can prospect into a defined segment/territory or run discovered leads by your CRM before outreach.



DOES PURSUIT CLOSE THE DEALS TOO?

Our expertise strictly lies in sales development. You know your service better than anyone so you are better positioned to close the deals. We'll battle in the trenches and let you get the glory.



DO LEADS NEED TO BE PROVIDED?

No! After we have identified your ideal customer profile we will find leads that match the attributes of a successful customer and use the contact information in our database or through our partners to contact the lead.



WHAT IS THE COMMITMENT PERIOD?

We allow for a 3 month pilot period to verify our performance before entering into an annual contract. In this period our team will identify your ideal customer profile, segment accounts, reach out to prospects and schedule meetings for your sales team. After our systems are implemented, we're confident that your sales team is going to want us to stick around.



The Complete Sales Development Platform