

Business Opportunities for Professionals

Corporate Research and Target Data

Data is the key to a successful campaign. Tailored Data can be purchased for your target market and can be enhanced and cleaned by further Corporate Research as required.

Never under estimate the value of good data. Your targeting, mailing, telemarketing, emailing and decisions on the success of the campaign all rest on the integrity of the data.

Telemarketing

The objective of telemarketing is to arrange well qualified appointments with targeted decision makers.

Our team of mature and well educated callers achieve this by having intelligent non scripted conversations.

Pipeline Management

It is important that once a meeting takes place that there is a continuing process to drive the sale forward.

Your Account Manager at Chartered Developments is there to support you and implement disciplines to follow up on every opportunity created.

It is only with a structured approach that you will reap the rewards.

Business Development Training

We provide training in order to maximise your opportunity at these appointments. Our training includes questioning techniques, objection handling, benefits of your service, closing and pipeline management.

This will significantly improve the return on your marketing investment.

Clients include:

- Accountants
- Pensions & Investment Managers
- Bankers & Financiers
- Corporate Financiers
- Lawyers
- Insolvency Practitioners

An integrated marketing approach for achieving business growth



New Clients
For example:

- Corporate Finance
- Employment Law
- Healthcare Sector
- Insolvency Referrals
- Tax Strategies



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