



Telemarketing Outsourcing Services - Overview

- **Data gathering/database cleansing**
 - The first step when contacting new customers is to know who they are and where they do business. Red Valley's sales professionals will gather or cleanse this information for you, ensuring your sales effort starts on the right track.

- **Appointment Setting**
 - Speaking with customers face to face not only ensures their attention but offers you an opportunity to promote your company's products and services. Red Valley will help generate customer appointments for you moving you one step closer to making the sale.

- **Sales Lead Generation**
 - Without qualified leads, you won't know when your customers are likely to buy. Red Valley will allow you to stay closer to your customer by helping you identify the right time to make the sale.

- **Telesales**
 - Getting customers to purchase your products and services takes time, effort, skill and determination. Red Valley will help you "close the deal" by ensuring our sales professionals sell your products to match your customers needs.

- **Event Attendee Generation**
 - Seminars, events, product demonstrations or networking to improve your company's profile won't happen without prospective customers' attendance. Red Valley will help you promote your events by letting your customers know when and where they will be held, helping you to increase your attendee numbers.

- **Campaign Management**
 - Having a great idea for a customer sales focused campaign won't just make it happen. Red Valley will help plan what needs done to make it come alive. Working together with our trusted partners ensures you make "one stop" only for all your campaign needs.



Telemarketing Services – New Business Start-up Package **£1000 (excl VAT)**

Sales, leads, customer appointments and **new prospects** are the **life-blood** of any company and for start-up businesses, it's **crucial** to get your **sales activity** right – “**right from the start**”. Red Valley's **start-up package** is aimed at newly established or recently trading companies, providing a professional “**kick-start**” service to get sales **off the ground** or a “**boost**” to help increase sales of your company's products and services.

Includes:

- **Initial Meeting with aim of:**
 - understanding your overall requirements
 - understanding your business

- **Output from initial meeting - Campaign Brief**, outlining the following:
 - Description of Campaign
 - Campaign aims and goals
 - Your typical customer profile
 - Your product/services - our training requirements

- **8 days outbound telemarketing services:**
 - Data cleansing/data gathering
 - Appointment setting
 - Generating sales leads

- **Campaign Activity report**
 - Report on telemarketing activity

Campaign activity terms & conditions:

- Business hours Mon – Fri 9 am – 5.15 pm
- Allocation of days to be taken over one calendar month (2 x 4 days)
- One dedicated tele-operative per 8 day campaign



Telemarketing Outsourcing Services

Demand Generation for established businesses

By using **Red Valley** you can **free up** your **valuable** time to **manage** your business, knowing that you have a **professional sales team** dedicated to looking after your **demand generation** requirements. Whether your business needs help to increase its **market presence**, source **new customers**, increase **customer appointments** or **make the sale**, Red Valley has the **expertise** do help **drive up** your sales efforts whilst keeping your sales operational costs down.

Telemarketing Services

- Data gathering/database cleansing
- Appointment Setting
- Sales Lead Generation
- Telesales
- Event Attendee Generation
- Campaign Management

Engaging with Red Valley Sales:

- **Initial meeting with aim of:**
 - understanding your overall requirements
 - understanding your business
- **Output from initial meeting - Campaign Brief**, outlining the following:
 - Description of Campaign (outlining telemarketing services required)
 - Campaign aims and goals
 - Your typical customer profile
 - Your product/services - our training requirements
- **Campaign Activity reporting**
 - Report on telemarketing/telesales activity

Pricing Structures:

- Prices available for daily, weekly or monthly rates or per campaign basis. Minimum booking - 8 days (2 x 4 days).
- For Telesales pricing, please contact **Bernadette Young** email: bernadette@redvsales.co.uk