



good reasons for smartbizz

smartbizz®

Neukundenakquisition

new customer acquisition

01 OBSTACLE

The biggest obstacle in sales is getting around the table with the decision-makers in the target company. We overcome this obstacle. For our customers. For your company.

03 TANGIBLE

smartbizz schedules only qualified appointments. Our criteria is the definite interest in our client's services on the part of the decision-maker.

02 GUIDING PRINCIPLES

We know the important maxims which are essential for sustainably successful acquisition. Being down to earth and authentic, linked with professionalism and respectability. More than that – we live by these virtues.

04 TRANSPARENCY

We provide our clients with the results of our work on a daily basis, totally transparent and clearly measurable. Remuneration for smartbizz is mainly success oriented. An advantage for both parties.

05 EXPERIENCE

We have had over 20 years of experience in corporate client sales. Across many business sectors and effectively. We know the important factors when it comes to sustainably successful customer acquisition.

06 APPROACH

We have developed a method which meets our client's high expectations and the requirements which exist in sales today. We know the keys which lead to success, for our clients and for us.





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DIALOGUE

We speak many German languages and are masters in the way to address people. This leads to a natural dialogue. Our approach is convincing – also because we are authentic.

APPROACH

During acquisition we always approach potential customers in your name. We always act as our client's employees. This retains the history and character of your company.

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SOLUTIONS

Our solutions are based on many years of active experience. On projected and clearly defined processes. Tried and tested procedures are used in accordance with our client's requirements. Clearly structured – strictly controlled. And that's why our solutions are such a good match.

OPTION

If requested, we conduct the appointments on behalf of our client on the target company's premises: qualified, committed and convincing.

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QUALITY

smartbizz does not engage in mass business or promotional activities. We aim for the highest possible quality – not quantity. Our activities are target- and result-oriented.

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SUCCESS

What makes for a successful marketing company? Competence and professionalism, respectability and groundedness, authenticity and personality, seeing opportunities and acting accordingly, being target- and result-oriented, discipline and ...
tenacity

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Examples of our references can be found at
www.smartbizz.de

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CONTACT

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