

## **BugRaptors: Executive Sales and Marketing Plan**

### **BugRaptors– Recommended Campaigns with Expected Returns:**

#### **LinkedIn Connection Campaign**

**Expected Return:**

**40 qualified connections per week**

**10 leads requesting additional information per week**

**2-3 appointments per week**

- First LinkedIn connections to start via HCD using **BugRaptors** CEO (or high-level) LinkedIn profile.

#### **Outbound E-Mail Marketing**

**Expected Return:**

**10% response rate for targeted contact lists**

**100 leads via 1000 contacts through e-mail drip campaign**

- HCD to build large data lead lists through LinkedIn outreach campaign and through other data sources
- HCD and **BugRaptors** to accumulate all contact lists from events, research, cold-calling, etc. to create new master list to be used for e-mail outreach campaigns.
- HCD will set-up and manage a Autovation.io account for **BugRaptors** and run event-centered campaigns to help uncover additional leads to set exploratory meetings with **BugRaptors**.

#### **Sales Training**

**Expected Return:**

**30-50% Shorter Average Closing Time**

- HCD to work with **BugRaptors** to improve the sales process.
- HCD to implement S.P.I.N. Selling model and evaluate current consultative selling approach.

#### **Referral Campaign**

**Expected Return:**

**Estimate of 10% for the current BugRaptors Customer Base to Respond**

**1-2 Qualified Referrals Each**

- E-mail from **BugRaptors** to current and past customers.
- HCD to conduct outreach to customers who respond, to set meetings with **BugRaptors**.
- **BugRaptors** to ask for referral and new business.
- Identify best and willing clients for written testimonials.
- Identify best and willing clients for video testimonials.