B2B telemarketing

TIV GMBH

THOMSEN INDUSTRIE-VERTRETUNGEN

Have you ever considered **extra marketing and sales support** with technical know-how?

"Boost your existing sales with targeted B2B telemarketing! We help you to **acquire new customers**, **win back former clients** and **much more** to reach your targets effectively."

Since **1980**

From reactive B2B sales to proactive inside sales!

Arrange an appointment now

+49 4221 421644-3

Effective B2B telemarketing with Thomsen Industrie-Vertretungen

Your key to success: Personal customer contact

B2B telemarketing is a key component of the services we provide. Using professional telemarketing and a targeted, **technical approach**, we ensure that **your products** and **services** reach the **right target group**. Our team of trained experts is able to establish personal contact with customers and identify potential new clients.

Customer acquisition: Targeted and effective

We are experts in **targeted customer acquisition**. Together with you, we define **target sectors** and **customers** to **boost** your **market presence**. Using strategic calling campaigns, we contact decision-makers directly and market **your products** in an appealing way.

Customer retention through regular contact

We look after your existing customers with **regular follow-up calls** to ensure that they are satisfied and feel valued. We always stay informed of **ongoing and upcoming projects** through **continuous communication** and are able to respond quickly to new requirements.

How our B2B telemarketing campaigns work

Step 1

Needs assessment and definition of objectives

An **in-depth analysis** of your needs and targets is carried out prior to each telemarketing campaign. We **identify** the appropriate **target groups** and create a detailed plan for approaching **potential customers**.

Step 2

Creation of a customer profile

We create **specific customer profiles** in-house based on your target markets and customer segments. This profiling is the key to a **successful campaign** and ensures that we reach the right partners for you.

Step 3

Conducting the calling campaigns

Our **experienced employees** carry out professional **calling campaigns**. We ensure that each call is individually tailored to meet the recipient's specific needs. Our goal is not only to impart information but also to build **lasting relationships**.

Step 4

Follow-up and reporting

After each call, we document our findings and create **detailed reports**. These reports give you a **clear overview** of the campaign's success and deliver valuable insights for future **marketing strategies**.

The benefits of TIV B2B telemarketing

Professional advice and support
With TIV as your partner, you can benefit from **many years of expertise** and our **extensive know-how** of B2B inside sales and telemarketing. We provide strategic advice and support you during every step of the campaign.

Transparent and calculable costs
Our services comprise **transparent** and easily **calculable marketing costs** You can rest assured that we work efficiently and cost-effectively to achieve your sales targets.

Fast response times
Thanks to our **in-depth market knowledge** and **good relationships** with renowned German businesses, we are able to respond to your requirements quickly. This means that we always remain **close to** your **customers** and understand their needs.

Long-term customer relationships
Our mission is to build **lasting and trustworthy relationships** with your customers. Through regular communication and personal support, we ensure that your customers remain **satisfied** and loyal to you.

Quote follow-up
We **follow up** on all **quotes** in a targeted manner to ensure that your potential customers receive all the necessary information and can successfully **complete** the **purchasing process**.

Extensive after-sales activity
Our service doesn't end once a sale goes through. We conduct **extensive after-sales activities** to ensure that your customers remain satisfied and **feel optimally supported**. We also **follow up** on **trade fair contacts** in a timely manner.

Your internal sales. Your sales with TIV GmbH

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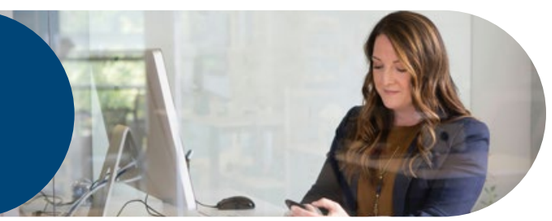

Germany-wide telemarketing and local presence with key decision-makers in our region.

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