

# Business Development and Lead Generation Programs



Lead Acquisition  
Sales Prospect Qualification  
Pipeline Development



## Lead Generation Simplified

### CONNECTING YOUR BUSINESS TO PROSPECTIVE DECISION MAKERS

Palm Coast Technologies offers professional Business Development, Lead Generation and Marketing services for companies with complex solutions, services and products.

Palm Coast excels at its core competency - the unique ability to professionally contact targeted business executives via the phone to engage in meaningful conversations that result in highly qualified sales opportunities for our clients. Business Development, Sales and Marketing are complicated processes, particularly for companies with sophisticated offerings.

Palm Coast takes the heavy burden off of your sales and marketing team allowing them to grow deeper relationships with current and prospective customers while we focus on connecting you to your future buyers.

Over the years, our team has consistently delivered excellent results to our clients whose needs demand services beyond the reach of other firms. Experience the paradigm shift from traditional telemarketing efforts to Palm Coast Technologies, LLC.

Palm Coast's principals have more than 100 years of industry experience. We give companies that offer expensive, sophisticated solutions, products and services an option to outsource their business development and sales pipeline building efforts. While we can accommodate the needs of the Fortune 500, we also specialize in working with new corporate start-up companies that are technology and marketing driven.

Our total focus is on delivering value to our clients. Palm Coast stays directly involved and committed to your project throughout the entire engagement. Our integrated team approach of both Business Development Executives and Marketing Specialists find opportunities to grow your revenue, shorten the sales cycle and identify market trends to optimize your business performance.

## Pricing

### SCHEDULE OUR VIRTUAL SALES TEAM IN BLOCKS OF 20 HOURS

Palm Coast offer access to its nationwide senior sales professionals on a sliding scale. Let us do the "hunting" for you.

Lead generation projects start at 40 hrs. minimum. Quotes available on request.

Marketing support solutions quoted upon request.

### Marketing Support Solutions

- STRATEGIC MARKETING
- BUSINESS PLANNING
- CORPORATE GROWTH STRATEGIES
- LEAD GENERATION AND PIPELINE DEVELOPMENT
- EVENT PLANNING AND MANAGEMENT
- PUBLIC RELATIONS
- ANALYST RELATIONS
- PRODUCT MARKETING



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Simplifying Lead Acquisition