



CARATELEMARKETING

The Relationship Agency

What does Cara do?

We develop and nurture great relationships with our clients which help us drive target-smashing results.

Who do we do it for?

We're a valued, long-term partner of a diverse range of B2B technology businesses including distributors, resellers, MSPs and vendors. Our portfolio includes multinationals such as Siemens and Dassault Systèmes right through to SMEs and start-ups.

"Cara have developed a deep understanding of our business, technologies and customer experience that helps deliver credible results from projects. We have developed a great relationship that helps us maintain the flexibility required to achieve our new business lead generation objectives."

Commercial Director, Cadline

What services does Cara offer?

- 1 DATA SERVICES** – we build prospect information from scratch or cleanse and enrich existing data. We can also append customer intelligence to help you develop highly targeted campaigns.
- 2 SALES DEVELOPMENT** - we are expert at raising awareness of a new proposition, lead generation and qualification, appointment setting and prospect nurturing.
- 3 PROJECT MANAGEMENT** – for example we contribute to the ‘before, during and after’ of events, to ensure you achieve registration and attendee targets and convert delegates into opportunities.
- 4 CUSTOMER SUCCESS** – we also conduct on-boarding and welcome calls, evaluate customer satisfaction, help turn around lapsed customers and maximise customer retention.

How would we work with you?

We'd spend time developing a deep understanding of your business, technologies and target customers. This means getting so close to you that we become a natural extension of your sales and marketing team.

From campaign set-up to project wash-up – we're driven and dedicated to delivering results so that we're likely to secure repeat business!

“Cara have been an invaluable part of our outsourced Marketing team. They are a reliable, driven, results focused and flexible team.”

Marketing Execution Manager, Siemens PLM Software

What's the Cara difference?

We're a boutique agency which prides itself on expertise, experience and account and project management excellence.

You'll get mature, experienced agents working on your account throughout each project who are thoroughly briefed so they can craft an on-brand conversation without relying on a script.



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Get in touch

Reach out to start a relationship which will help you generate more leads, nurture a bigger pipeline and close more business.

www.caratelemarketing.com

"I highly, highly recommend using Cara Telemarketing. They always deliver great telemarketing campaigns on behalf of ourselves and our resellers. From set up to ROI, you could not ask for a more dedicated agency."

Sales and Marketing Manager, Tech Data Ltd