



Typical Telesales Company

The durhamlane *Difference*



High Volume Outbound Calls



HIGH QUALITY LEAD GENERATION

We focus on quality first, quantity second. Due to our strategic prospecting approach we open up business conversations that are relevant to your business.

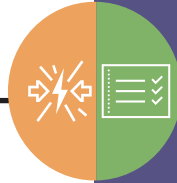
Focus on Quota Attainment



BUSINESS FIT. BUSINESS VALUE. CREATING LONG-TERM RELATIONSHIPS.

This is durhamlane Mantra #1. Following this mantra ensures we remain focused on the right things. We need to earn the right.

Aggressive Sales Techniques



CONSULTATIVE & QUESTION-BASED SALES APPROACH

All team members receive intense and continuous training and coaching based on our proven sales methodology "Selling at a Higher Level".

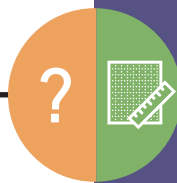
Over-Competitive Environment



ONE TEAM, ONE APPROACH

We create a collaborative environment where peers work together and motivate one another to help achieve your business development goals.

Opinion and Gut Feel



THE FRONT END OF YOUR SALES ORGANISATION

We invest in tools and technology to effectively execute the plan we develop together. We operate in a lean and agile manner. We don't burn days or data.

Bottom-up Approach



C-LEVEL APPROACH

It's our speciality to identify decision makers and open up value-based conversations with them.

