

MANUFACTURING MORE OPPORTUNITIES

ESTABLISHED COMPANY FINDS NEW BUSINESS
WITH OUTSOURCED PROSPECTING

Case Study Provided by Hanowah Corp, hanowah.com



LET US WORK FOR YOU

Hanowah Corporation had the goal of scaling and diversifying. They enlisted Factor's Industrial Lead Generation service to find and win opportunities in their core industry, as well as others. Hear the results in their own words:

“Factor expanded relationships within the beverage industry to clients that we didn’t have time to pursue on our own.”

“Factor opened up the automotive industry to us. It was a new customer base, and has helped us diversify!”

“We were most impressed with the follow-ups! We didn’t have to hire someone to do cold outreach, we relied on Factor for that and warm follow-ups! We really appreciate that process, both uncovering opportunities and saving us time pursuing the not-now’s.”

Benjamin Richards, Vice President at Hanowah Corp

SALES WON

\$600K

NEW
CUSTOMERS

4

INCREASED BUSINESS

30%

OPPORTUNITIES QUOTED

15

6 MONTHS INTO
PARTNERSHIP

CONTACT US



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Let me help your business grow!