



# Company Overview

2019



**CIENCE**

[WWW.CIENCE.COM](http://WWW.CIENCE.COM)

# We can help you

- Build a predictable pipeline
- Find new customers
- Penetrate desired markets



**CIENCE** provides managed sales specialization services. Our service packages include SDR teams, Lead Researchers, Sales Operations Specialists, and more! Tell us about your needs and we'll recommend the best solution for you.

[hello@cience.com](mailto:hello@cience.com)

# Proven Experience



>3.55M

Leads Delivered



>600

Clients



>130

Industries



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# Diverse Customer Base



# Inc 5000

CIENCE is proud to be recognized as the #112 fastest-growing private company in 2019 by [Inc. 5000](#) — a testament to the power of Outbound Sales.



# Clutch Top Ranked B2B Lead Generation Companies



## Clutch Leaders Matrix

Roll over to see company insights or click a company below for more details.

- 1 CIENCE Technologies
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15



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# Clutch Top Call Center Services



## Clutch Leaders Matrix

Roll over to see company insights or click a company below for more details.

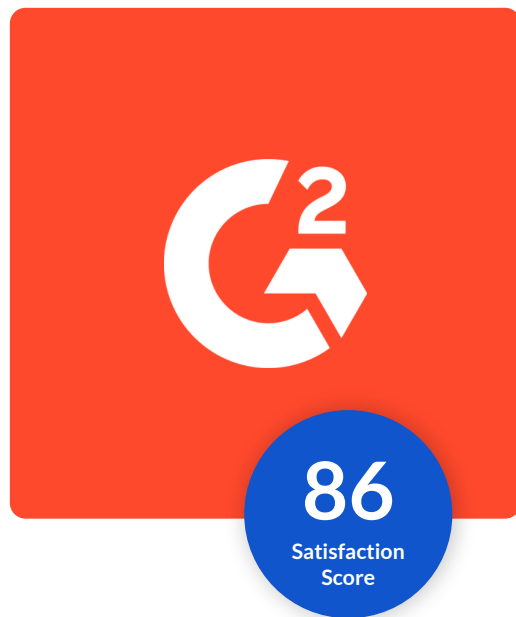
- 1 CIENCE Technologies
- 2 Teleflex
- 3 Teleflex
- 4 Teleflex
- 5 Teleflex Tech Solutions
- 6 Teleflex
- 7 Local Operations International
- 8 Teleflex
- 9 Teleflex
- 10 Teleflex
- 11 Teleflex
- 12 Teleflex
- 13 Teleflex
- 14 Teleflex
- 15 Teleflex



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# G2 Industry Rank



★★★★☆ 4.5 out of 5 (39 reviews)

**Ease of Doing Business With**



**Communication Skills**



**Professionalism**



**Responsiveness**



*Most Popular*

**Lead Generation  
Service**





# Partners

*“Our top sales solutions partner”*

- HubSpot Director, Sales Partner Program



600+ Certifications *(and counting...)*



# Customized Outbound Solutions

## Sales Researcher

There's nothing worse than a list of leads that have decayed, leading to high bounce rates and misidentified prospects.

CIENCE's diligent, detail-oriented teams use the latest AI/Machine Learning tools to generate highly specific, accurate, and quality sales data on your target audience.



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# Customized Outbound Solutions

## Sales Development Team

Equip your company with an SDR Team, complete with a dedicated researcher and SDR who are both determined to transform accurate leads into qualified appointments.

Complete with customized email, phone, and web campaigns, inject predictability into your sales funnel.



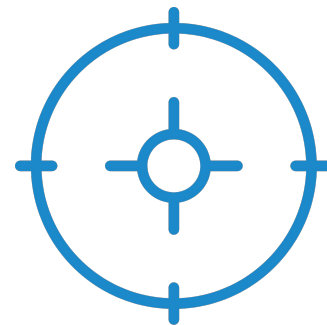
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# Customized Outbound Solutions

## Inbound SDR

Convert inbound interest in more sales opportunities. Bridge the gap between marketing and sales with an SDR who you are confident will follow up with online form submissions, engage in worthwhile webchats, move interest from MQL to SQL, and enrich data in CRMs and MAPs.



# Customized Outbound Solutions

## Sales Operations Specialist

CRMs and other advanced sales tools are great at collecting data, but many orgs are missing the reporting, analytics and visibility to make better business decisions because no singular member wants an admin role. Get the insights you need like Sales Forecasting, Planning, and Lead Analysis to get your sales cycle humming on all cylinders.



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# We Address Top of the Funnel Pain Points

## Top B2B Marketing Challenges

- ▶ **Generating More Leads**
- ▶ **Improving Lead Quality**
- ▶ **Increasing Product/Service Awareness**

*\*InsideSales.com - Inside Sales Challenges Businesses*

## What do you view as the top 3 business goals for your company in the next fiscal year?

- ▶ **Attracting New Customers**
- ▶ **Growing Revenue**
- ▶ **Maintaining/Maximizing Profitability**

*\*SMB Group - Collaboration & Mobility Study*

## What are your greatest barriers to B2B lead generation success?

- ▶ **Lack of resources in staffing, budgeting or time**
- ▶ **Lack of high quality data/lists to drive campaigns**
- ▶ **Lack of budget**

*\*IDG Marketing Study*

# Generating Leads

We provide smart, well-trained people with all the right tools to succeed in catering to the most intricate ICPs.



## Technology Advantage

The CIENCE method includes tools that are time-tested and proven to provide the most accurate info. We validate everything twice to make sure that prospecting goes off without a hitch.



## Trained Research Experts

We provide months-long training to all new hires, even the most experienced ones. All our researchers are certified internet supersleuths.



## Curated ICPs

No matter how detailed and niche your ICP is, we can handle it. We work with trigger events, revenues, size, geo, tech stack, SEC filings, hiring and funding news, and more!



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# Attracting New Customers

Our work yields predictable results due to our consistent, experiment-based approach.

## What you get:

- Qualified appointments
- Conversion rate growth
- Growing pipeline
- Happy sales reps





# Qualifying Leads

CIENCE SDRs make sure your sales team's success rate grows by qualifying each and every potential prospect.



Phone



Email



Social



Web



Mira, SDR



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# Providing Valuable Resources

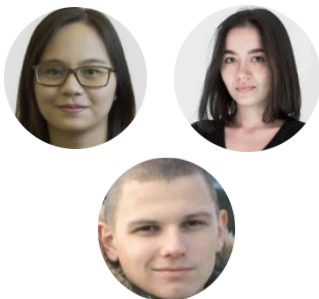
We have all the ingredients needed for you to scale your business.

Researchers



+

SDRs



+

Support Structure

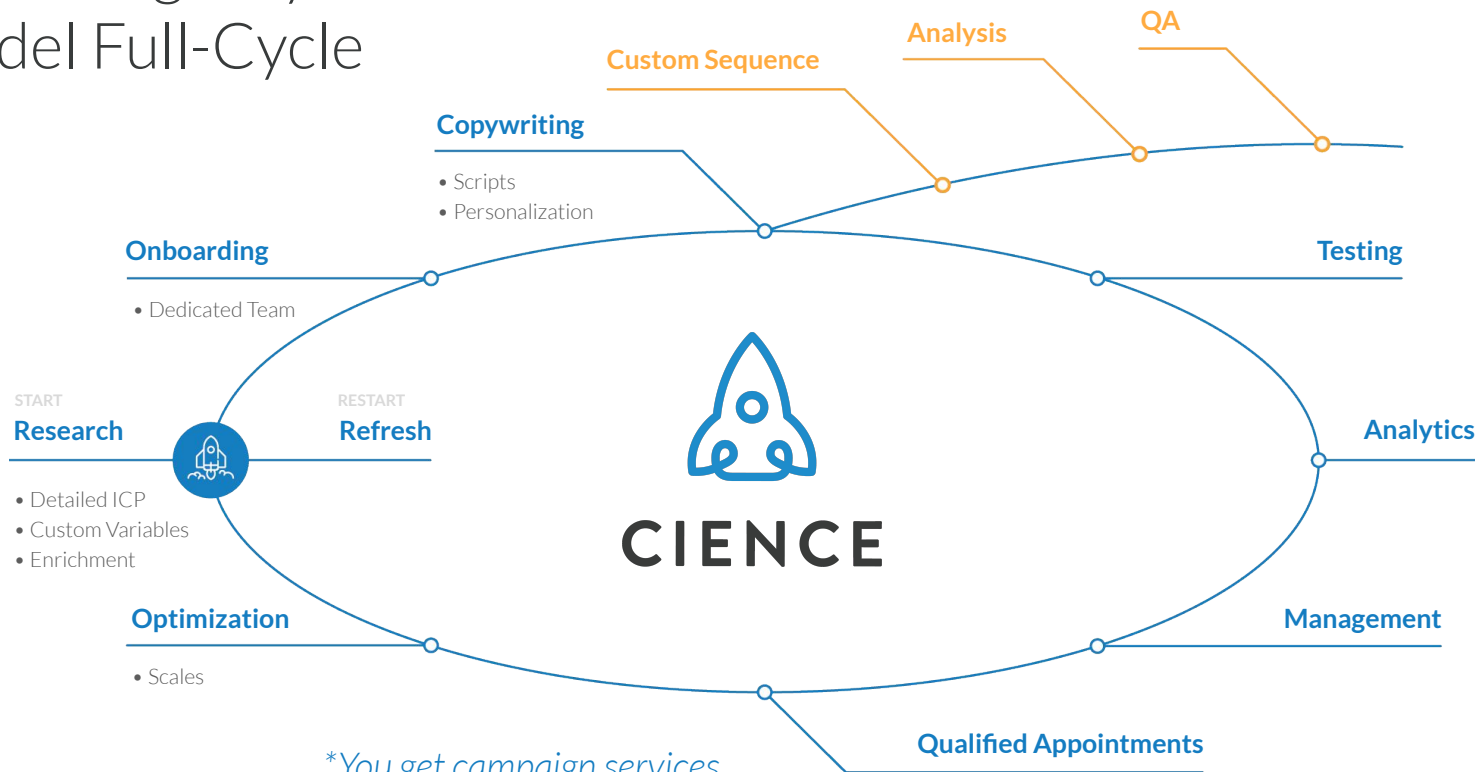


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Output: Qualified  
Appointments

Account Management, QA, Recruiting,  
Training, ML Tools, Copywriting, Phone  
Scripts, Campaign Services, Retention,  
Growth Team, Knowledge Base

# Proven Agency Model Full-Cycle



*\*You get campaign services  
included with every package*



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# Differentiators That Help YOU Win



## Better Tools, Better Training

Trained, certified, & well-equipped teams carry out custom campaigns with targeted precision.



## Customer Service +

Ultra-responsive resources are fully managed and supported by entire company.



## More Value + Higher ROI

Sales Dev teams deliver 3X the output for  $\frac{1}{3}$  the price of in-house alternatives.



## Speed to Market + Scale

Flexible, scalable teams stand ready to grow your business. Limit risk while aggressively taking market share.



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Say Hello

+1 (949) 424-2906 | [hello@cience.com](mailto:hello@cience.com)

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CIENCE Technologies  
646 Valley Ave. Solana Beach,  
CA 92075