

CLIENT PROSPECTING FOR ACTIVE SALES

Vladislav — Your B2B Active Sales Manager

1. PHILOSOPHY: YOU SET THE TASK — I FIND THE CLIENTS

I don't wait for inbound leads and don't work from ready-made lists. I independently find clients through leading signals, OSINT analysis, and ICP targeting. I align criteria at the start, build the database, rank by A/B/C, and launch outreach. Every lead is logged in CRM with source, trigger, and next step — structure, speed, and results only.

2. PROSPECTING METHODS

Method	What I Use
OSINT Leadgen	Registries, tenders, job postings, news, databases, executive social media
Leading Signals	Leadership changes, investments, product launches, new market entry, crises
Targeting	Industry, size, geography, technology stack, relevant job titles
AI & Automation	Automated data collection, profile enrichment, predictive analytics
Social & Platforms	LinkedIn Sales Navigator, Telegram channels, forums, trade shows, rankings

3. PROCESS: FROM SIGNAL TO DATABASE

- ICP Alignment: Fix client profile: industry, size, pain points, triggers, budget. A/B/C criteria
- Signal Search: Find companies in the buying moment — expanding, hiring, entering new markets
- DM Collection: Key contacts (CEO, Head of Sales, CMO) with contact details: email, phone, LinkedIn
- OSINT Enrichment: Context per lead: news, financials, activity, connections, public pain points
- Ranking: A — hot (hiring, investment), B — medium, C — long-term
- Launch: Start with A, then B and C. CRM logging: source, trigger, step, deadline

4. FIRST CONTACT

- Personalization: Mention trigger: "Opened an office in [city]" or "Head of Sales vacancy — strengthening the team?"
- Results Language: "I'll find 50–150 clients per month" not "OSINT services"
- 10–15 min Qualification: Budget, timeline, DM, urgency. Not a fit — offer alternative or defer
- Next Step Always: Pilot, demo, meeting, case study, follow-up call — logged in CRM

5. WORK FORMATS

Format	What You Get
OSINT Leadgen Sprint	50–150 companies with DM contacts, triggers, A/B/C ranking (4 weeks)
Contact Intelligence	Stakeholder map: DMs, influencers, blockers
Real Contact Set	Contact plan, execution, response KPIs
Radar Subscription	Weekly trigger monitoring: leadership changes, investments, hiring, expansion

6. WHY IT WORKS

Managers wait for inbound or work from outdated databases — you lose time and market share. I act proactively: find companies at the buying moment or before demand even forms. This shortens the deal cycle, improves conversion — you arrive first, with context, with a solution. Precise touchpoints on hot signals → revenue. Fast, structured, measurable.

Problems I solve:

- Sales team doesn't generate quality leads

Ready to discuss your challenge. Reach out and I will respond personally.

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- Inbound is scarce, database is outdated
- Unclear where to find clients right now
- Cold calls "into the void" burn budget
- Managers don't prioritize — waste time

Don't want to wait while the sales team "warms up" or inbound trickles in? Bring me in as an external active sales resource. I work in parallel with your team, without bureaucracy or disrupting internal processes. You get a ready database of "hot" clients in a month, optimize acquisition costs, and pay only for real results. Don't need me — disconnect without risk or severance. The point is deals, not who brought them in.

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