

OSINT LEADGEN DEAL & PARTNER INTELLIGENCE CLIENTS AND PARTNERS WITHOUT GUESSWORK

Intent signal search + OSINT verification before signing

Vladislav — Your B2B Active Sales Manager

PART 1: OSINT LEADGEN — CLIENTS BY INTENT SIGNALS

1. PHILOSOPHY: NOT A "COLD DATABASE" — COMPANIES THAT ALREADY WANT TO BUY

OSINT Leadgen is client prospecting based not on "cold databases" but on real intent signals from open sources. We don't sell just a list of emails. We identify companies that are already showing they need your product: hiring for the relevant function, complaining about their current supplier, announcing a new project, or opening an office in the right country. In a 4-week sprint, we take your ICP (ideal client profile), geographies, and signal types — and build a structured lead database. Every lead is not a random contact but an explained reason for dialogue: "why we're writing to you specifically, right now."

Signal	What It Means for Sales
Hiring for Function	Company is hiring a logistics / marketing / finance specialist — meaning it's growing and open to solutions
Supplier Complaints	Public reviews, forums, social media — the client is ready to switch
New Project / Office	Expansion = need for new suppliers and partners
Tender / RFP	Explicit buying intent — priority lead
Investment Round	Funding received — now buying everything needed for growth
New Top Manager	New CPO / CRO — decisions are being revisited, entry window is open

2. WHAT YOU GET

Result	Details
Database of 50–150 Companies	Matching your ICP: country, industry, size, profile — relevant only
Intent Signal per Lead	What happened, date, source, rationale "why now"
Decision-Makers & Contacts	Roles and names of decision-makers. Open contacts, LinkedIn
A/B/C Prioritization	Sorted by signal strength and potential — you know where to start
Segment Breakdown	Which niches and countries yield the most "hot" companies
First-Wave Recommendations	Who to start with, what offer, which channel — a ready plan

3. WHO OSINT LEADGEN IS FOR

- B2B companies with a sales team, but "cold" databases burn out without results
- Manufacturers and services entering new countries / segments: "where do we start?"

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>

- Startups with a first product — the "right first clients" are critical
- Companies after a product pivot — need a new ICP and a new database for it
- Active sales managers — need not a database but a hot pipeline with context

PART 2: DEAL & PARTNER INTELLIGENCE — VERIFY BEFORE SIGNING

4. PHILOSOPHY: KNOW WHO YOU'RE DEALING WITH — BEFORE, NOT AFTER

Deal & Partner Intelligence is an OSINT check of key partners, M&A targets, and top executives before major decisions. We examine the company or person as a deal subject: ownership structure, connections, litigation and sanctions risks, reputation, operational reliability. You receive not a "thick report for the sake of a report", but a clear memo with red flags, a go / caution / no-go conclusion, and recommendations: what to stipulate in the contract, what to verify additionally, and on what terms to agree to the deal. Everything is based solely on open sources — no intrusion or "grey methods."

Direction	What We Analyze
Ownership Structure	Who owns it, through which legal entities, in which countries. Beneficiaries and UBOs
Legal Risks	Litigation, enforcement proceedings, potential bankruptcies
Sanctions & Compliance	Sanctions databases, toxic connections, PEP check (politically exposed persons)
Reputational Profile	Media, reviews, public conflicts, HR signals, "perpetual vacancies"
Operational Reliability	Real company activity vs. declared. Subcontracting, subsidiaries
Red Flags Summary	Final list of key risks with impact assessment on your deal

5. WHAT YOU GET

Result	Details
Partner / Target Profile	Structure, owners, legal entities, countries of presence, history
Red Flags Memo	Risk list with rating: critical / moderate / informational
Final Recommendation	Go / Caution / No-go — an unambiguous conclusion, not "on one hand..."
Protection Checklist	Specific conditions, covenants, restrictions for the contract
Additional Requests	What to verify through a lawyer or financial due diligence

6. WHO DEAL INTELLIGENCE IS FOR

- Owners and investors — decisions on partnerships, distribution, M&A, and joint ventures
- Legal and compliance teams — external OSINT layer to financial due diligence
- HR directors and boards — hiring C-level and key management
- Exporters — verifying distributors in new countries before signing exclusives
- Any business — before a large advance payment, long-term contract, or strategic alliance

Need hot leads by intent signals — or want to verify a partner before signing?
 OSINT Leadgen: database of 50–150 companies with intent signals in 4 weeks.
 Deal Intelligence: go / caution / no-go on a partner or candidate.
 Open sources only. Legal. Fast. With clear recommendations.
 Don't need me — disconnect without risk.

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>

Service description is based on real experience working with open sources (OSINT). All data is collected from publicly available sources, legally, without intrusion into private affairs.

Want to build a system of active B2B sales?
Bring me in — I'll launch sales in 4–6 weeks.
Working in parallel with your team, recording everything in CRM.
Don't need me — disconnect without risk.

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

Vladislavs Mamonovs

Commercial Analyst & Sales Manager

northth@profesionals.lv +371 26050644 <https://profesionals.lv>