

How Continuant Used 511 Enterprises to Help Ignite Lead Generation

About Continuant

Description

Continuant has a history in maintenance and support of legacy voice environments and partnerships with the world's leading collaboration companies.

Their ability to scale and grow new business was being hindered by their need for a quality lead generation process.

"We were looking to re-ignite our overall approach to lead generation. We sought out 511, and with their help, we were able to source the right talent, which led to adding \$3.6 million in our sales pipeline in a very short window of time."

Jared Cullop

Director of Sales and Marketing,
CONTINUANT



379

New Sales Appointments



\$3.6 Million

New Sales Pipeline
In Less Than Three Months



50

New Deals Created