

The Lead Market (TLM) guarantees increased revenue with its lead generation and appointment setting services



Maharashtra, Oct 12, 2020 ([Issuewire.com](https://www.issuewire.com)) - **TLM or The Lead Market** is one of the world's fastest-growing inside sales firms that helps in increasing the revenue of companies through its impressive lead generation and appointment setting services. With a vision of making sales a better function through the introduction of technologically advanced sales methods, the company has widened its reach from India to Canada, Australia, and the United States. A team that has extended its employee strength from 2 to more than 100 over the past 4 years largely focuses on working with small to medium size companies of various industries like Shipping, Technology, Staffing, Marketing, and many others. TLM usually works with companies that require B2B qualified leads to attain sustainable growth in their respective industries. The company is known for having a dedicated team that offers a personalized focus on individual clients without depending too much on automation. The members of the client list, which is dominated by North Americans, have witnessed a 200-400% rise in their company revenues.

The company has been consistently working to spread the word as a reliable lead generation & appointment setting company for B2B leads at rates that are way low compared to a full-time in-house team. **The Lead Market (TLM)** offers intense market research services along with years of inside sales experience that has worked for the company as well as its clients. The agency has a specific way of

targeting the audience for its clients: prospecting, campaigning, and lead qualification. TLM believes in organizing campaigns to generate qualified and organic responses from the target audience. The company entices the audiences to respond to its campaigns through its robust methods and transfers the leads to its clients. The team has a record of 93% leads closing in within 3 months and the rest of the leads going into the sales pipelines of its clients.

Vivek Patil, the Founder, and CEO of the company had joined hands with his brother and co-founder Abhay Patil to come up with an idea of establishing a company that can grow simultaneously with the growth of its clients – **The Lead Market** is the result of their combined industry experience of over 30 years, leading to the formation of a team of experienced and professional workaholics that works round the clock to provide the best possible results to its clients. However, the team doesn't charge for the hours put into the work, it charges for the number of leads generated, ensuring lesser investment and greater ROI for the clients. The unique outbound approach of TLM has made it stand ahead of the curve – it encourages and adapts the right methods of appointment setting and lead generation. There is no setup cost for the company's services as it only charges after the clients have received the first month of engagement. The company has always ensured to generate leads that can meet client requirements, however, if that doesn't happen, the client doesn't need to spend even a single penny.

The team has the goal of acting as an extended arm of the sales process of its clients and helps them reach the target with ease. The clients of **The Lead Market** have successfully closed business within the first 3 months of hiring it, while some closed business in the very first month. TLM offers one dedicated person for prospecting and another person for campaigning – this ensures that the company is always at the service of each of its clients. TLM also sends out weekly dashboards to its clients, providing a detailed report on the activities related to their accounts. Due to its strong bench policy, the team starts working within 24 hours of receiving information about the products/services of its clients. The company doesn't involve itself in cold calling as it strictly follows the motto of generating qualified leads in an authentic way.

For more information, you can visit <http://www.tlminsales.com/>.

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