CASE STUDY

eCommerce Brand Accelerator -Experts in Filling Data Gaps

Introduction:

eCommerce Brand Accelerator specializes in brand enhancement and marketing services. As experts in their field, they faced the challenge of needing more crucial information about their target audience, including key decision-makers, contact details, annual revenue, and more. This case study explores how eCommerce Brand Accelerator partnered with InfoDataPlace to overcome their data gaps and achieve their marketing objectives.

The Challenge:

eCommerce Brand Accelerator's team faced limitations by only possessing e-commerce company IDs. It needed essential information for effective outreach, such as key decision makers, emails, phone numbers, and annual revenue.

Client Requirement:

The client's primary objective was to reach their target audiences via email and phone. With a tight deadline looming, as their marketing outreach was scheduled to be completed within a few weeks, they approached InfoDataPlace for assistance.

Process:

InfoDataPlace's highly skilled data analysts quickly embarked on a manual web research process to a comprehensive list. Starting from scratch with only the seller ID, they diligently built every list component, including Contact Name, Email, Phone Number, Street Address, Annual Revenue, Employee Size, and Products Sold.

Delivery:

The client expressed their gratitude, stating, "Thank you! I'm impressed with what you were able to do with that list and look forward to working with you again. To that end, I have another order to place with you. Talk soon."

Client Feedback in Their Own Words:

The client expressed their gratitude, stating, "Thank you! I'm impressed with what you were able to do with that list and look forward to working with you again. To that end, I have another order to place with you. Talk soon."

Conclusion :

InfoDataPlace played a pivotal role in supporting eCommerce Brand Accelerator's outreach project by filling their data gaps. The successful collaboration met the client's immediate needs and fostered a valuable long-term partnership. As a result, eCommerce Brand Accelerator has become a recurring client, and InfoDataPlace has completed three projects aligned with their marketing objectives. The client's positive feedback and intention to continue working together demonstrate the effectiveness of InfoDataPlace in addressing data challenges and helping clients achieve their goals.