

CASE STUDY



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Navigator implements customer management programmes for many different Clients offering a complete service, therefore by nature we are a company that has the highest requirement of detail and information has to be completely accurate and correct.

Having worked on projects for a variety of businesses, Joanna finds the professional attention and absolute commitment to providing above and beyond what other data providers deliver a refreshing change. Working Mardev has been a great experience, from outset they aim to add value and deliver as near to a brief as possible but beyond this if information is not readily available there is an honest approach and different opportunities are presented.

I would much rather work closely with a Company that works speedily to deliver and assist than those that often do not listen or provide inadequate levels of service and ultimately the wrong data brief.

Results speak for themselves, of the past four projects delivered for outbound calling there was a marked 50% increase in decision makers being spoken to from 2 per hour at finance director level to 4 per hour; resulting in an increase in opportunities uncovered. This is absolutely attributable to the accuracy in contacts provided decreasing the time spent working through the different gate-keepers.

I would not hesitate to recommend Mardev as a provider of excellent contact information, with a friendly professional approach.

Joanna Philips
Sales Director – Navigator Customer Management

If you'd like to know more about how Mardev can help you contact Nicola Dedman, Account Manager on 020 8652 4532 or email enquiries@mardev.com

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