

About Us

Shortlist Marketing is a B2B telemarketing and lead generation company based in Nottingham.

We thrive on creating intelligent and integrated campaigns that generate real results and value for our clients. For us the telephone is at the centre of all successful B2B lead generation activity, and our staff are great with it.

Testimonial

MD Tom at Fanztrack said

“We were initially hesitant about the costs, especially for a new business, but having already spent money on a bought in list without much success we took the risk of going with them for the data build and campaign and it definitely paid off”.

Data Services Data Sheet

Why Data Cleansing and Building?

With the help of expert data cleansing, your existing database will hold the correct information to ensure that you don't waste time, money and effort chasing the wrong person. Once your data has been cleansed, it will be much easier to directly communicate with a contact.

We can build an entirely new database filled with key influencers and decision makers in your specific market. This will allow you to target specific markets, job roles and more. By having a bespoke database built, you can rest assured that you're targeting the right people.

Our Approach

Many companies find that their databases are filled with outdated and incorrect contacts, which is why we offer a data cleansing service. We go through your database and call each contact to check that the details are still correct, if not we investigate and obtain the right information.

After learning more about the specific markets and contacts that you want to target, we can build a bespoke database based on your criteria. Additionally, if you'd like to keep your existing database, we can enrich it with more contacts to create a bigger database.

Our Staff

With over 20 years of experience, our staff are well educated on a variety of industries, from facilities management to ERP software. This combined knowledge allows us to cleanse and build databases with precision so you can communicate with relevant contacts in the right target markets.

Our Customers

We have many years' experience of quality telemarketing across a wide range of companies and industries including:

