

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

**Bolt's Sales Director
Tom Fender said**

“It's great to have quality callers following up our own marketing campaigns because we know that we're not missing any sales.”

Inbound Inquiries Follow-Up

Why Inbound Inquiries Follow-Up?

Inbound inquiries follow-up is crucial to turning and inquiries into customers through effective communication. This ensures that you don't miss out on any sales opportunities from prospects who are interested in your campaigns.

We guarantee to get back to anyone who has reached out to you within 15 minutes (during office hours), whether it was via your website, a call, an email or anything else. Our callers have years of experience and expertise, so they are able to have meaningful conversations with senior decision makers within your target market with callers who have the experience and confidence to drive the sales conversation forward.

This is a great way to quickly respond to anyone who has reached out to you and potentially start new projects. With our experienced staff, we can follow up any inquiry made with a little training on your product/service from yourselves.

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 follow up your inbound inquiries from any industry.

Since we follow up our own inbound inquiries ourselves, we're accustomed to thoroughly chasing up leads, so you'll be receiving the best treatment from quality callers who understand exactly what you're selling.

Our Customers

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

