

SALES TRAINING UNIVERSITY

GET PRACTICE. GET NOTICED. GET PROFITE \$.





THE POWER OF SELLING

手机扫下方二维码，添加好友邀请进群



微信ID: samitadil



ADIL SAMIT

CEO & Founder of 3 Companies

Over 15 years marketing experience, including over 9 in online marketing. Specializes in opening new markets and territories for small to medium sized traders and manufactures.

As a founder and CEO of Nocti, I develop innovative online marketing strategies to help companies to enhance branding, elevate market presence, and generate revenue. My expert understanding of and ability to optimally use social media, SEO and marketing technology tools for businesses allows me to offer companies a unique and successful approach to driving sales within their organization.

A man with a beard and long hair, wearing a black suit and a black shirt, stands with his arms crossed in front of a dark bookshelf filled with books. He is smiling slightly. The background is slightly blurred, showing a desk with a laptop and other office equipment.

**TAKE CHANCES WHEN YOU'RE
YOUNG SO THAT YOU CAN
TELL STORIES WHEN
YOU'RE OLD.**



Johnson & Johnson

IBM

SIEMENS

AREVA

PERDUE

NASDAQ OMX

AON

Delaware
Investments®
A member of Macquarie Group



FERGUSON®
Bath, Kitchen & Lighting Gallery

DU PONT®

LSAC

 Drexel
UNIVERSITY



. ADIL SAMIT .

The Power of Selling

. MORE LEADS . MORE DEALS . MORE SALES .

December 24

DO YOU LIKE YOUR JOB?



WHAT'S YOUR JOB?



Account Executives
 Account Manager
 Account Representative
 Advertising Sales Representative
 Area Sales Manager
 Automotive Sales Representative
 B2B Corporate Sales
 Brand Ambassador
 Business Development Manager
 Business Development Representative
 Channel Partner Sales Executive
 Corporate Sales Account Executive
 Customer Care Representative
 Direct Sales Manager
 Direct Salesperson
 Director of Inside Sales
 Director of National Sales
 Director of Sales
 Distribution Sales Representative
 District Sales Manager
 Enterprise Resources Planning
 Representative
 Enterprise Sales Representative
 Equipment Sales Specialist
 Executive Vice President, Sales
 Financial Advisor
 Financial Planner
 Financial Sales Assistant

Fixed Income Specialist
 Franchise Development Manager
 Group and Events Sales Coordinator
 Group Sales Manager
 Healthcare Sales Representative
 Industrial Sales Representative
 Industry Representative
 Inside Sales Manager
 Inside Salesperson
 Insurance Sales Representative
 Investments Representative
 Key Account Manager
 Major Accounts Manager
 Manager, Business Development
 Market Development Manager
 Medical Sales Representative
 National Accounts Sales Analyst
 National Accounts Sales General Manager
 National Accounts Sales Representative
 National Sales Manager
 Outside Sales Representative
 Regional Dealer Recruiter
 Regional Sales Account Manager
 Regional Sales Executive
 Regional Sales Manager
 Retail Sales Representative
 Retail Store Manager
 Route Sales Representative

Sales Account Executive, Small and
 Medium Business
 Sales and Community Marketing Manager
 Sales Assistant
 Sales Associate
 Sales Coordinator
 Sales Director
 Sales Manager
 Sales Operation Coordinator
 Sales Representative
 Sales Representative - Territory Lead
 Sales Trainee
 Salesperson
 Specialty Sales Representative
 Strategic Account Manager
 Territory Business Manager
 Territory Manager
 Territory Sales Manager
 Territory Sales Representative
 Wealth Management Advisor
 Wholesale Sales Manager

WHAT'S YOUR SALES SKILLS?



- Position-Based Sales Skills

Account Management
Bidding
Client Acquisition
Client Retention
Management
Marketing
Project Management
Public Relations
Supervising
Territory Management

- General Sales Skills

Achieving Results
Closing
Cold Calling
Consultations
Contracts
Customer Satisfaction
Customer Service
Delivering Goods
Demonstrating Products
Directing Customers
Displaying Samples
Estimating
Forecasting

Goal Setting
Identifying Target Audience
Inventory
Lead Generation
Maximizing Sales
Microsoft Office
Monetary Exchange
Negotiation
Networking
Order Processing
Persuasion
Planning Meetings
Pitching Products
Presentations
Proposals
Pricing
Profitability
Proposals
Quotas
Recordkeeping
Relationship Building
Reporting
Researching Targets
Results
Servicing Goods
Strategy
Value

- Communication Skills for Sales

Communication
Creating Good Rapport
Dealing with Objections
Fluency in other Languages
Greeting Customers
Listening
Negotiation
Networking
Pitching Products
Persuasion
Public Speaking
Relationship Building
Writing Reports

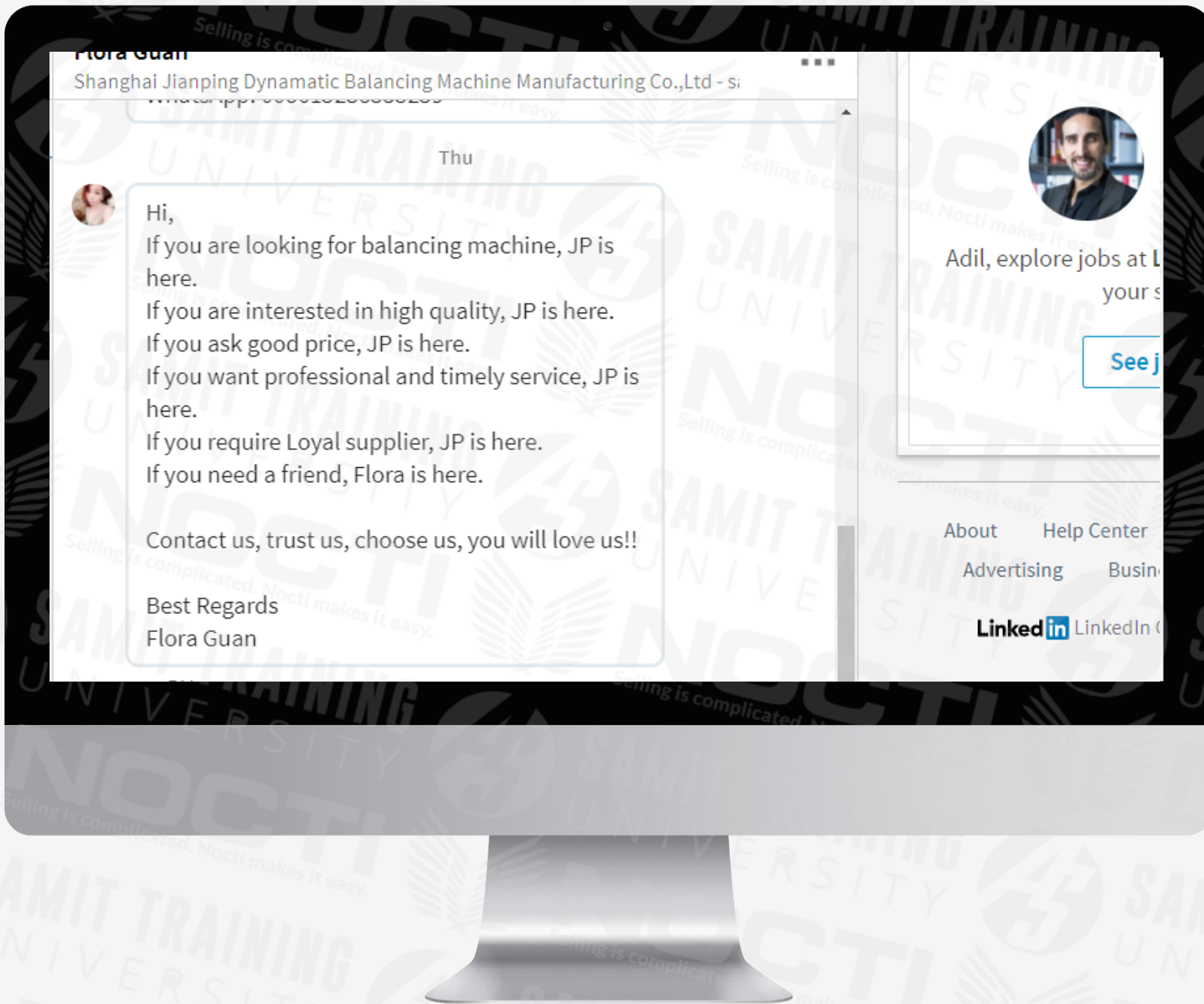
- Personal Mastery Skills for Sales

Diligence
Engagement
Ethics
Initiative
Interpersonal
Leadership
Maintain a Personal Brand
Meet Goals
Set Goals
Sincerity
Teamwork



WHAT WILL HAPPEN IF YOU DON'T HAVE SALES SKILLS?





Flora Guan

Shanghai Jianping Dynamatic Balancing Machine Manufacturing Co.,Ltd - s

Thu



Hi,
If you are looking for balancing machine, JP is here.
If you are interested in high quality, JP is here.
If you ask good price, JP is here.
If you want professional and timely service, JP is here.
If you require Loyal supplier, JP is here.
If you need a friend, Flora is here.

Contact us, trust us, choose us, you will love us!!

Best Regards
Flora Guan



Adil, explore jobs at L
your s

See j

About Help Center

Advertising Busin

LinkedIn LinkedIn C



LINKEDIN MESSAGE





JOHN <john@hscosteel.com>

mar. 19/12, 07:33

Vous ▾

Boîte de réception

Dear Sir/Mdm,

Good day to you.

I am John from Hunan Standard Steel.

We are **manufacturer** of steel product more than **20 years** in China.

Every Year we export our product to more than 100 countries worldwide.

We keep stocks more than 5000MT in China and Singapore warehouse.

Our main ex-stock items are as below:

S/N	Product Description	Weight (MT)
1	Carbon Steel Pipe (Seamless & Welded)	2500
2	Stainless Steel Pipe (Seamless & Welded)	1200
3	Stainless Steel Tubing (A312 SS316L)	800
4	Steel Pipe Fitting (Elbow, Tee, Reducer, Coupling, Cap, Weldolet, etc)	600
5	Flanges (WN RF/FF, SO RF/FF, Blind RF/FF)	500
6	Manual Valves (Gate, Globe, Check, Ball, Butterfly)	700

Warehouse Photo:



EMAIL
SPAM

Dear Sir/Mdm,
Good day to you.
I am John from Hunan Standard Steel.
We are **manufacturer** of steel product more than 20 years in China.
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5	Flanges (WN RF/FF, SO RF/FF, Blind RF/FF)	500
6	Manual Valves (Gate, Globe, Check, Ball, Butterfly)	700

Warehouse Photo:



Commercial and Technical Competitiveness:

- Payment 100% L/C at sight or 30% advance payment + 70% balance by TT acceptable.
- Full projects reference from more than 100 countries worldwide.
- Quality production equipment and test facilities.
- Mill certificate such as API Monogram, ISO ect to be provided;
- Annual financial reports for the recent 3 years;
- ITP, MPS, WPS, DWTT, MTC and all the related test reports available;
- Full system of after sales records (tracking purpose);
- Prices absolutely competitive throughout China market;
- Third Party inspection and full guidance according to our rich experience.

Our warehouse stocks are very competitive compare to market price as we going clear our stocks in the warehouse. Compare our price and you can save your cost in current unstable market.
Please feel free to contact me if you require any items as above.

Thank you
Have a nice day!!

Best regards,



Hunan Standard Steel Co., Ltd

John / Sales Manager

Mobile:+86 13818976902 | Fax: +86 731 8478-8292

Group web: www.hunsteel-group.com

Factory websites: www.hunsteel.com

Add: 22nd floor golden tower, Changsha West International Central Mansion, Yuelu District, Changsha, Hunan, China.

Add: 12 Senoi Crescent, Singapore 629975





FACEBOOK MESSAGE

**90% OF B2B DECISION
MAKERS DON'T
RESPOND TO COLD
SALES OUTREACH**

REALITY 1

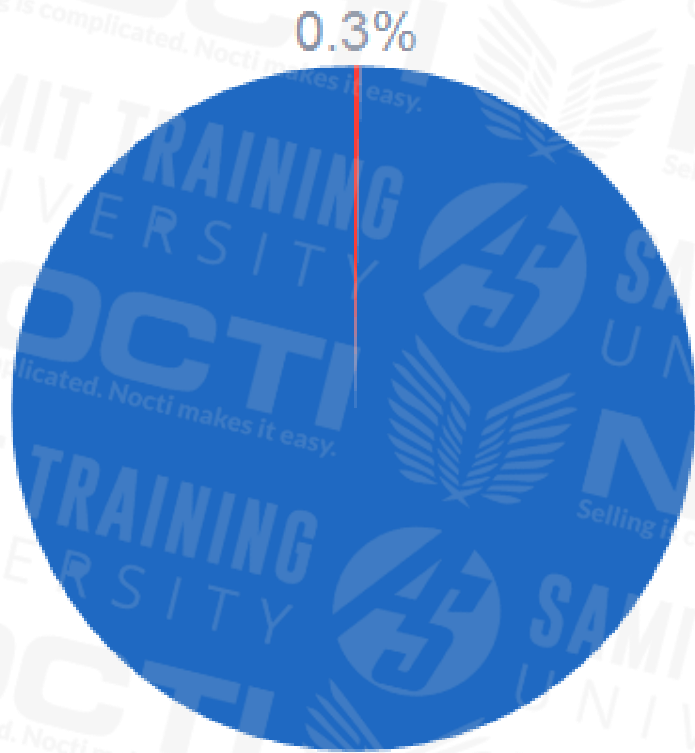
REALITY 2

**THE SUCCESS RATE OF
COLD CALLS TO
APPOINTMENTS IS
ONLY 0.3%.**



NOCTI
Selling is complicated. Nocti makes it easy.

Success rates of cold calls to appointments



To put this into perspective, you would need to make more than 1,600 calls to generate 5 sales meetings.



THE OLD WAY OF B2B SELLING IS BROKEN

REALITY 3

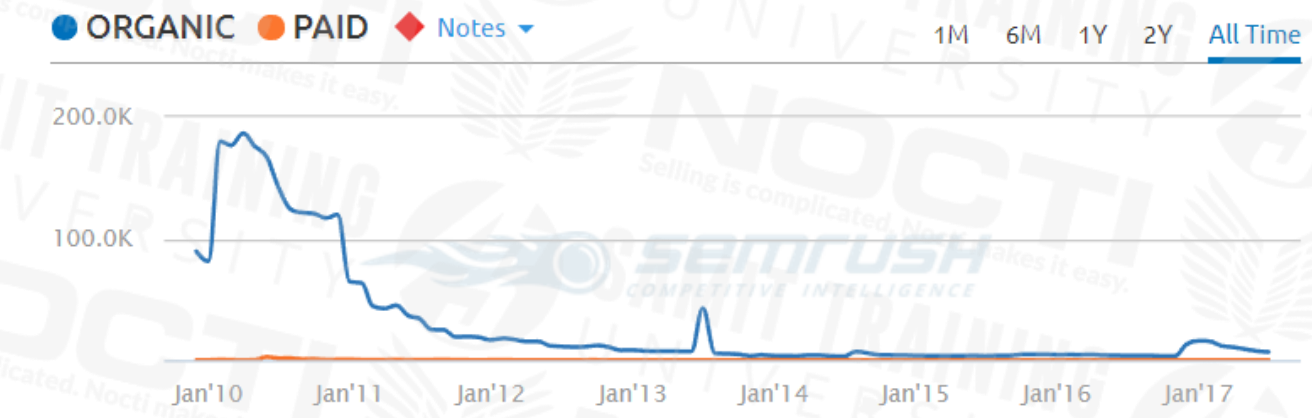
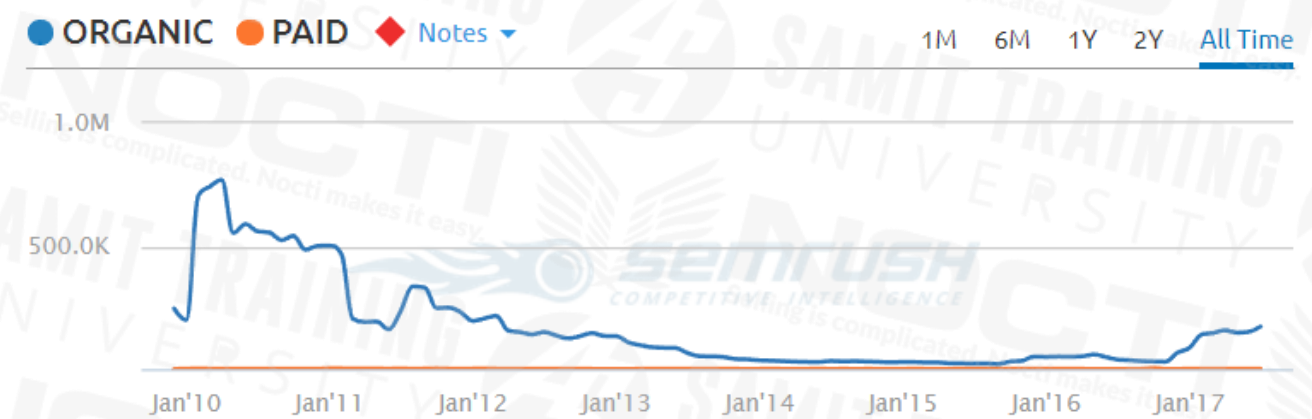
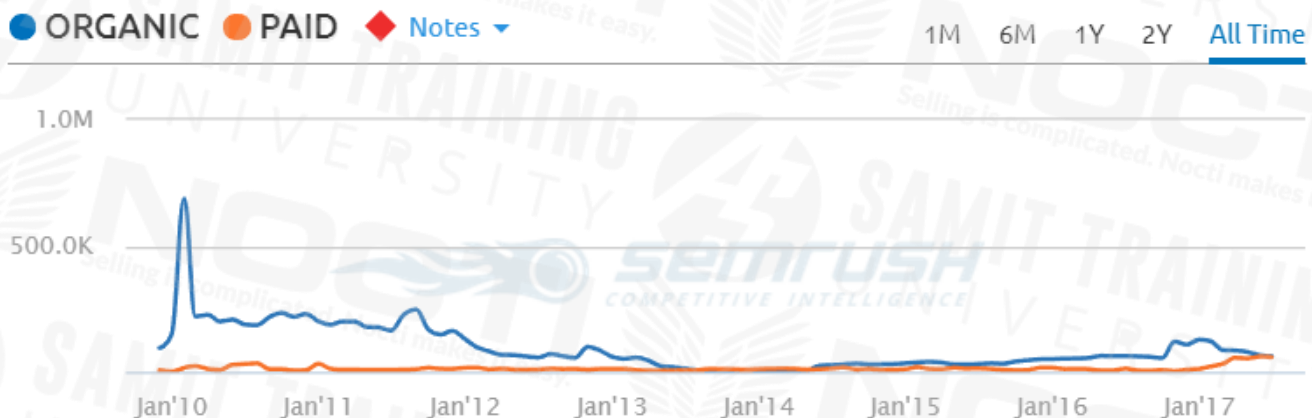


NOCTI
Selling is complicated. Nocti makes it easy.

Made-in-China.com

Source Quality Products Made in China

global sources





Alibaba.com TM

Categories

Products What are you looking for...

Search

My Alibaba

Order Protection

Favorites

MY MARKETS

- Lights & Lighting
- Home & Garden
- Sports & Entertainment
- Consumer Electronics
- Health & Medical
- Electrical Equipment & Supplies
- Energy
- Machinery
- All Categories

BRAND YOUR PRODUCTS WITH CUSTOMIZED PACKAGING

- Custom made at the factory
- Fast delivery
- Multiple styles available

Source Now

The Latest Fashion Products

Apparel

Source Now



Beauty & Personal Care

Source Now



Timepieces, Jewelry, Eyewear

Source Now



Daniel says: *Traveling and making money: you can do them both!*



TRADE ASSURANCE [Learn more >](#)

SELECTED PRODUCTS Real Activity Data from China Customs

<p>Lights & Lighting</p>	<p>LED Bulb US \$0.5 3 Transactions Similar Products ></p>	<p>50W led flood light US \$7.3 1 Transaction Similar Products ></p>	<p>led bulb skd US \$0.5 2 Transactions Similar Products ></p>	<p>Recently Viewed</p>
------------------------------	--	--	--	------------------------

TOP

Alibaba Concept:

**Don't call sales people come here
first we're going to help you
understand what your requirement
are.**

Alibaba are the world bus future comparison and a vendor A versus B versus C





JJI ENTERPRISE



DJI WEBSITE



Everything you need to organize, track, and nurture your leads and customers. Yes, it's 100% free, forever.



Categories

Suppliers DJI

Search

My Alibaba

Order Protection

Favorites

Related Searches: dji mavic pro dji spark drone dji phantom 3 standard dji drone

Categories

- Toys & Hobbies
- Radio Control Toys (698)
- Tools
- Tool Case (40)

Top 3 Markets

- North America(476)
- Western Europe(397)
- South America(250)
- Eastern Europe(187)
- Domestic Market(187)
- Mid East(153)
- Northern Europe(136)

Total Revenue

- US\$1 Million - US\$2.5 Million (176)
- US\$2.5 Million - US\$5 Million (156)
- US\$10 Million - US\$50 Million (128)
- US\$5 Million - US\$10 Million (128)

View more

Mgmt Certification

- ISO9001 (80)
- Other (44)
- ISO14001 (8)
- BSCI (7)
- GSV (6)
- ISO/TS16949 (2)
- FSC (1)

R&D

- OEM (522)
- ODM (435)
- Self Patent (93)
- Self Brand (215)

Suppliers DJI 849 Supplier(s)

Products

Suppliers

One Request, Multiple Quotes.

- Gold Supplier
- Assessed Supplier
- Online
- Trade Assurance

Sort By: Best Match

Location: All

Dongguan RHS Home Accessories Factory

Contact Details Video



Wholesale flying toy silicone



Dji phantom 3 professional



Dji drone case waterproof

Transaction Level: ◆◆◆◆
 Main Products: Silicone products (only sell),Acrylic displays,hoverboard,Electronic cigarette accessories,silicon...
 Country/Region: 🇨🇳 China (Mainland)
 Total Revenue: US\$2.5 Million - US\$5 Million
 Top 3 Markets: North America 59% , Southeast Asia 29% , Western Europe 12%

124 Transactions(6 months) Response Rate
 \$ 2,100,000+ ↗ 88.9%

Contact Supplier Leave Messages

Favorites Compare

Shenzhen Liyang Welding Equipment Co., Ltd.

Contact Details



DJI Inspire 2 Drone RC



DJI Phantom 4 Pro Drone with 4K HD



DJI Phantom 4 Pro+ Drone with

Transaction Level: ◆◆◆
 Main Products: bga rework station,BGA Station,CNC Router,engraving machine,rebaling kit
 Country/Region: 🇨🇳 China (Mainland)
 Total Revenue: US\$2.5 Million - US\$5 Million
 Top 3 Markets: Western Europe 15% , Eastern Europe 15% , South America 15%

21 Transactions(6 months)
 \$ 9,000+

Contact Supplier Leave Messages

Favorites Compare

Shantou Sanjoyo Trading Co., Ltd.

Contact Details



Transaction Level: ◆◆◆◆◆
 Main Products: Toys,RC Drone,Rc quadcopter,High Seed Car,Intelligent Toys
 Country/Region: 🇨🇳 China (Mainland)
 Total Revenue: US\$2.5 Million - US\$5 Million
 Top 3 Markets: South America 20% , North America 20% , Eastern Asia 15%

Favorites Compare

Premium Related Products



DJI spark bag accessories waterproof durable



Wholesale Original Genuine DJI Matrice 600



DJI Spark Transport Clip Controller Transmitter



Domain Overview "dji.com"

Desktop Mobile

PDF

Categories: [Law & Government](#) [Autos & Vehicles](#) [Computers & Electronics](#) Show details

ORGANIC SEARCH

476K -2% TRAFFIC

SEMrush Rank	4.3K
Keywords	172K +2%
Traffic Cost	\$400K -6%

PAID SEARCH

15.8K +18% TRAFFIC

Keywords	1.5K	0%
Traffic Cost	\$14.2K	+10%

BACKLINKS

3.1M TOTAL BACKLINKS

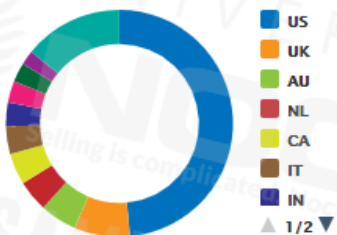
Referring Domains	14.7K
Referring IPs	15.7K

DISPLAY ADVERTISING

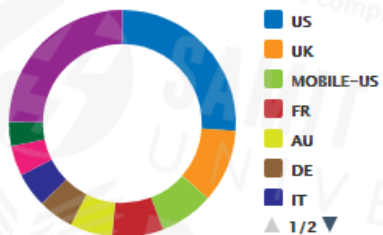
2.4K +301% ADS

Publishers	4.5K	+80%
Advertisers	0	0%

ORGANIC KEYWORDS



PAID KEYWORDS



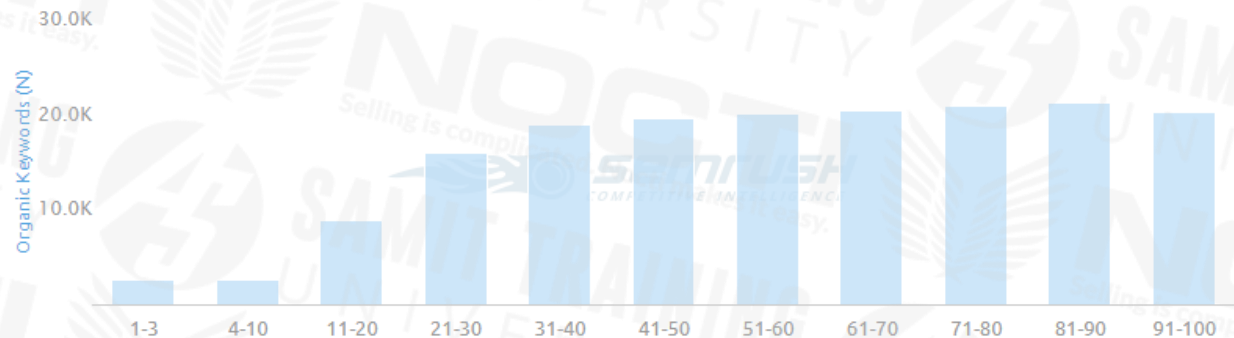
ORGANIC PAID Notes 1M 6M 1Y 2Y All Time



TOP ORGANIC KEYWORDS (171,525)

Keyword	Pos.	Volume	CPC (USD)	Traffic
dji	1 (1)	135,000	0.53	<div style="width: 100%;"></div>
dji phantom 3	1 (1)	90,500	1.33	<div style="width: 100%;"></div>
dji phantom	1 (1)	49,500	1.09	<div style="width: 100%;"></div>
drone for sale	1 (5)	33,100	0.90	<div style="width: 100%;"></div>
phantom 3	1 (1)	33,100	1.16	<div style="width: 100%;"></div>

ORGANIC POSITION DISTRIBUTION



Domain Overview "made-in-china.com"

Desktop Mobile

PDF

Categories: Food & Drink Shopping Business & Industrial Show details

ORGANIC SEARCH

74.5K -3% TRAFFIC

SEMrush Rank	21.7K
Keywords	361K -1%
Traffic Cost	\$51.0K -11%

PAID SEARCH

124K +3% TRAFFIC

Keywords	27.1K	0%
Traffic Cost	\$190K	+2%

BACKLINKS

85.7M TOTAL BACKLINKS

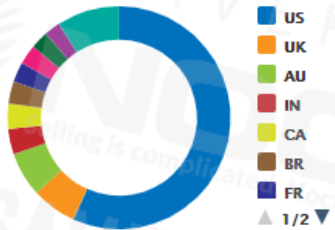
Referring Domains	29.9K
Referring IPs	26.4K

DISPLAY ADVERTISING

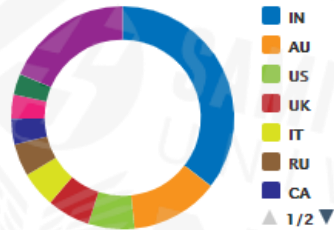
379 +30% ADS

Publishers	335	+12%
Advertisers	0	0%

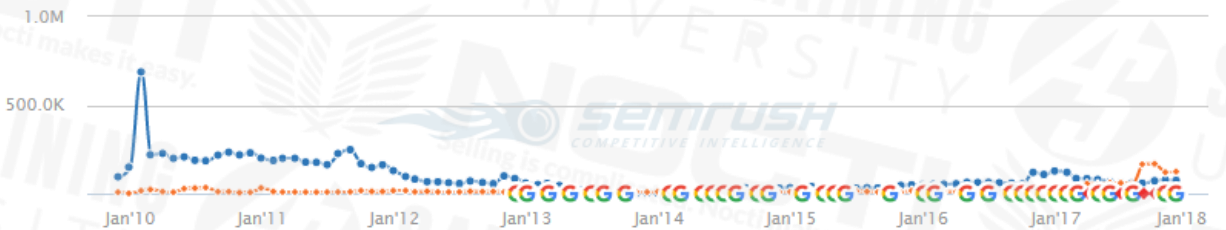
ORGANIC KEYWORDS



PAID KEYWORDS



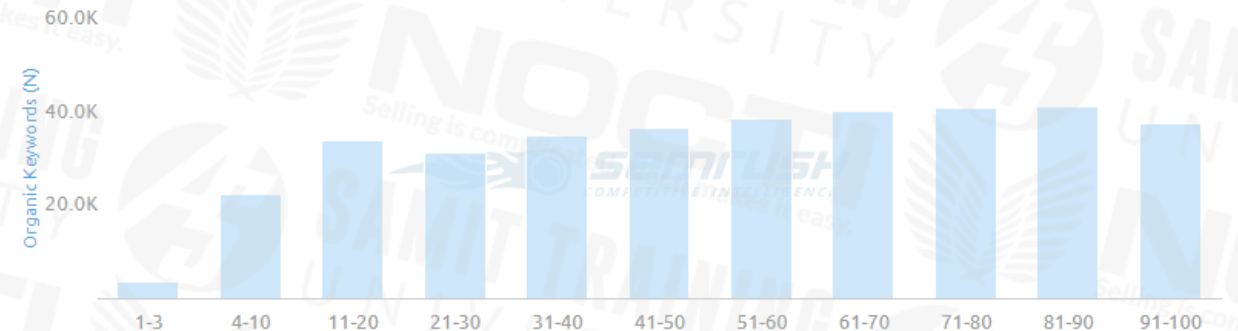
ORGANIC PAID Notes 1M 6M 1Y 2Y All Time



live update TOP ORGANIC KEYWORDS (361,396)



Keyword	Pos.	Volume	CPC (USD)	Traffic
made in china	1 (1)	9,900	0.25	
made in china.com	1 (1)	1,600	0.23	
madeinchina	1 (1)	1,300	0.13	
made-in-china.com	1 (1)	880	0.31	
shentai	4 (6)	8,100	0.00	

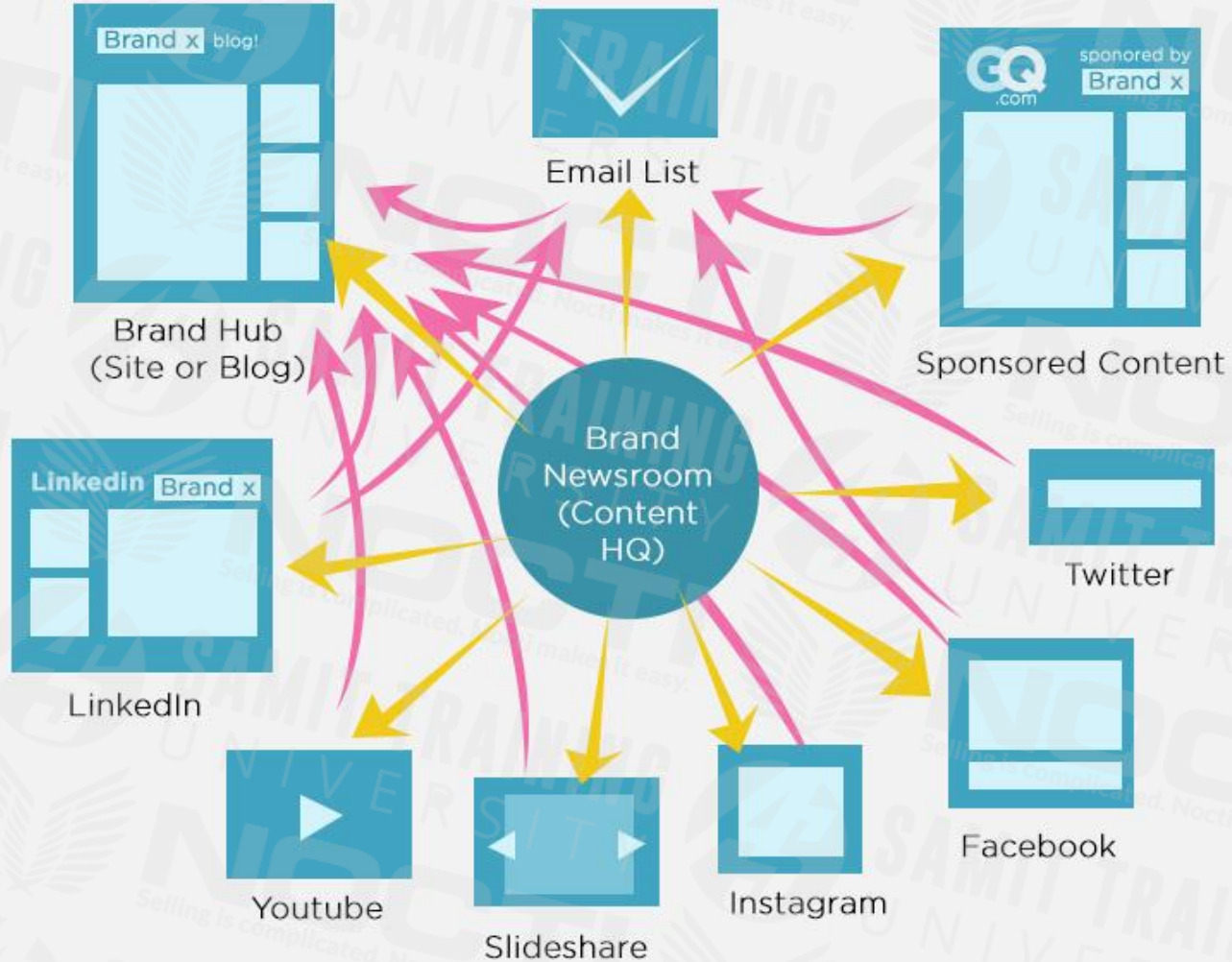
ORGANIC POSITION DISTRIBUTION



The New Content Marketing:

Omni-Platform Content Strategy

Publish natively to  Promote/Push people to 



Media Ad ⓘ

Advertiser ⓘ

Times Seen ⓘ

Days seen ⓘ

First Seen ⓘ

Last Seen ⓘ

Countries ⓘ

599€ **JETZT BESTELLEN**

*EXPRESS-VERSAND

SPARK

DEIN AUGENBLICK. DEINE ERINNERUNG.



NEU

dji

728 x 90

store.dji.com

89,539

84

24 May, 2017

15 Aug, 2017



599€ **JETZT BESTELLEN**

*EXPRESS-VERSAND

SPARK

DEIN AUGENBLICK. DEINE ERINNERUNG.



NEU

dji

728 x 90

store.dji.com

88,277

83

25 May, 2017

15 Aug, 2017




PHANTOM 4

250 x 250

store.dji.com

68,452

42

6 Apr, 2016

17 May, 2016



120 x 600

store.dji.com

68,439

42

6 Apr, 2016

17 May, 2016



160 x 600

store.dji.com

59,377

150

11 Mar, 2016

7 Aug, 2016

Ad Report for Advertiser: store.dji.com

Times Seen
75,760

Days Seen
128

First Seen
30 Mar, 2017

Last Seen
4 Aug, 2017

Target URL
<http://store.dji.com/product/osmo-m...>

DJI™ Osmo Mobile

Osmo Mobile makes every phone video you shoot look cinematic


[DJI™](#)

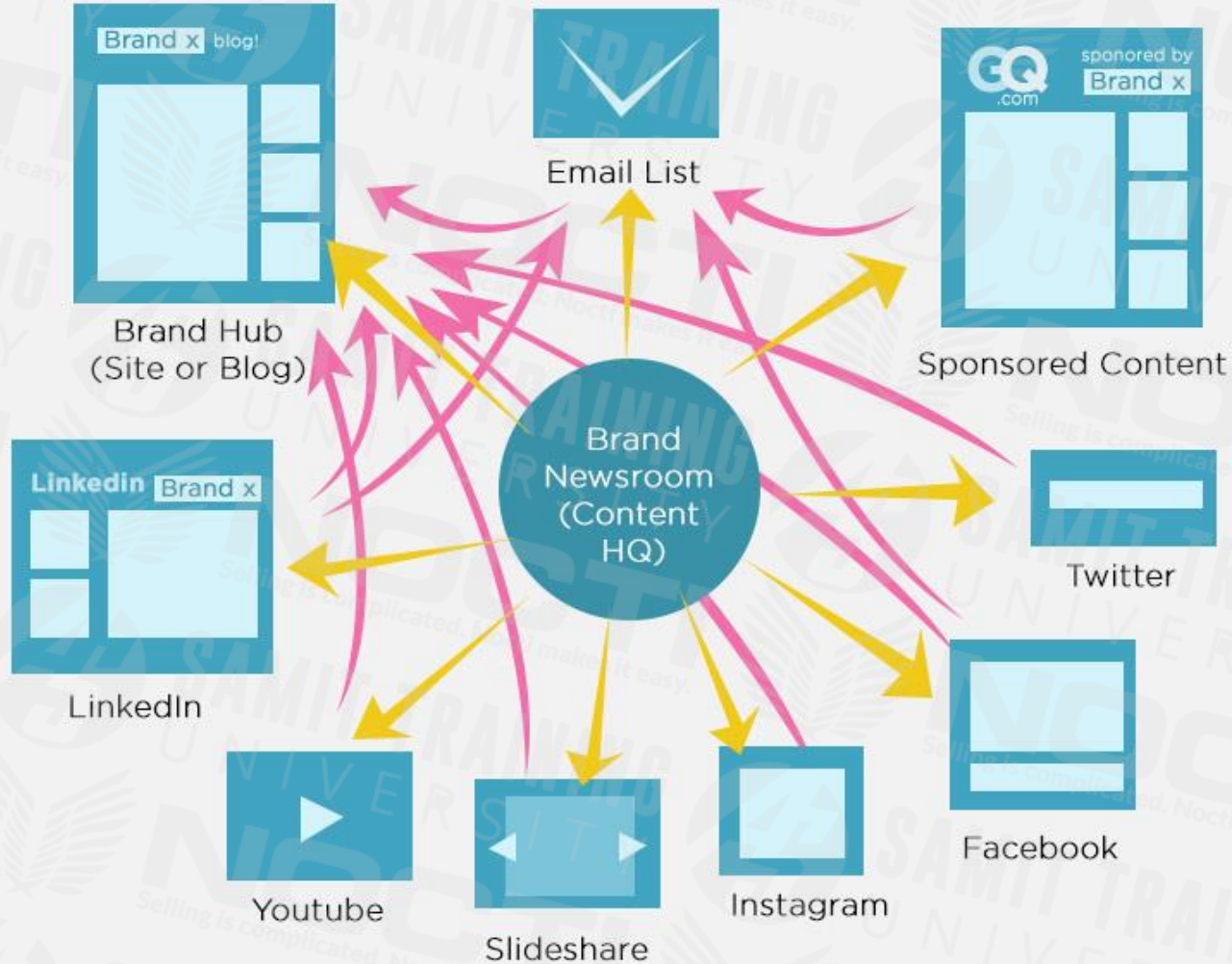
Domains publishing this ad

Publisher	Times Seen	Days Seen	First Seen	Last Seen
wiihacks.com	7,185	128	30 Mar, 2017	4 Aug, 2017
moc-pages.com	5,004	96	30 Mar, 2017	3 Jul, 2017
brickshelf.com	4,397	40	31 Mar, 2017	9 May, 2017
comicbookdb.com	2,967	104	2 Apr, 2017	14 Jul, 2017
eham.net	2,853	127	31 Mar, 2017	4 Aug, 2017
fredmiranda.com	2,345	127	31 Mar, 2017	4 Aug, 2017
serebiiforums.com	2,037	104	1 Apr, 2017	13 Jul, 2017
caraudio.com	1,784	127	31 Mar, 2017	4 Aug, 2017

The New Content Marketing:

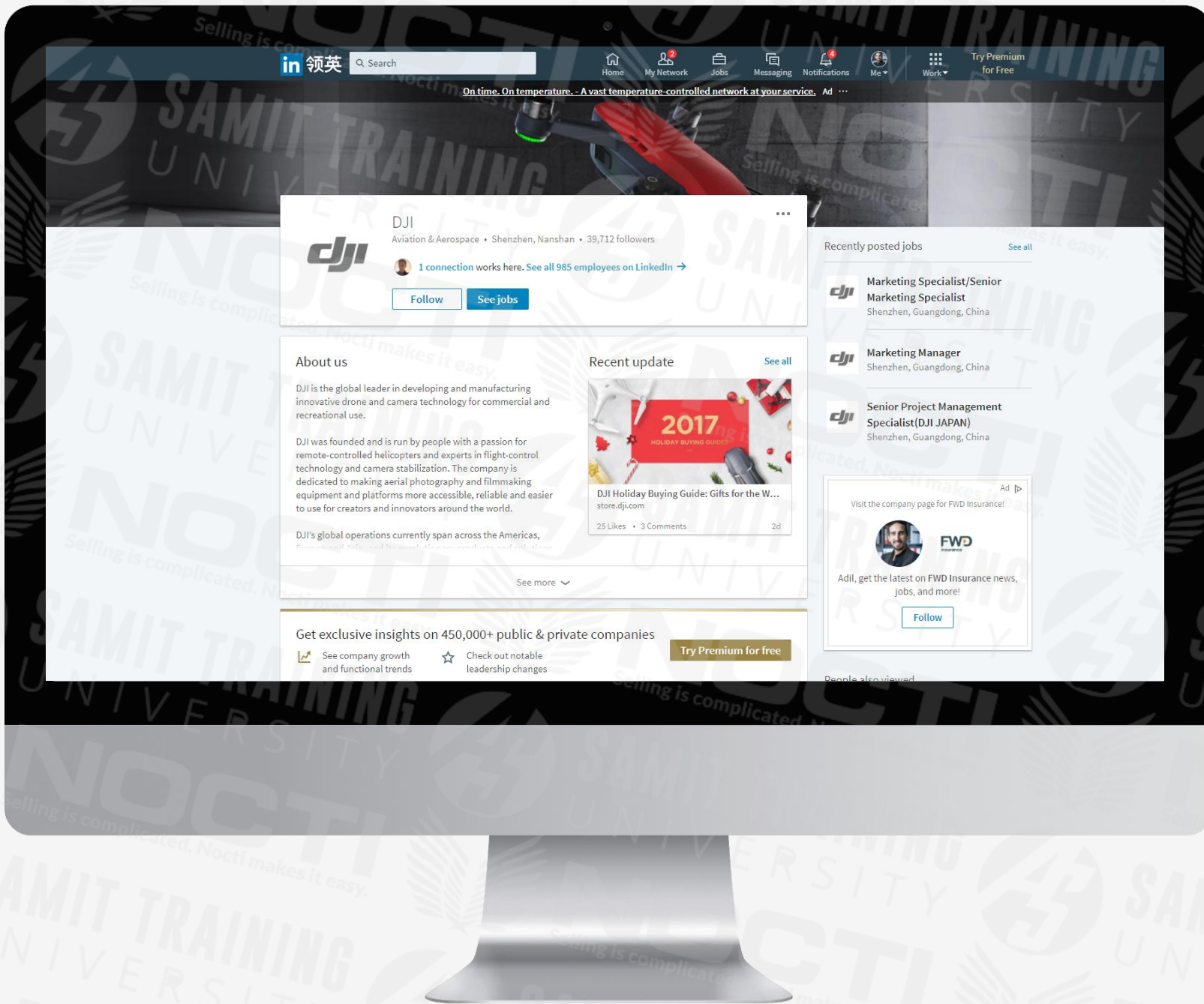
Omni-Platform Content Strategy

Publish natively to  Promote/Push people to 



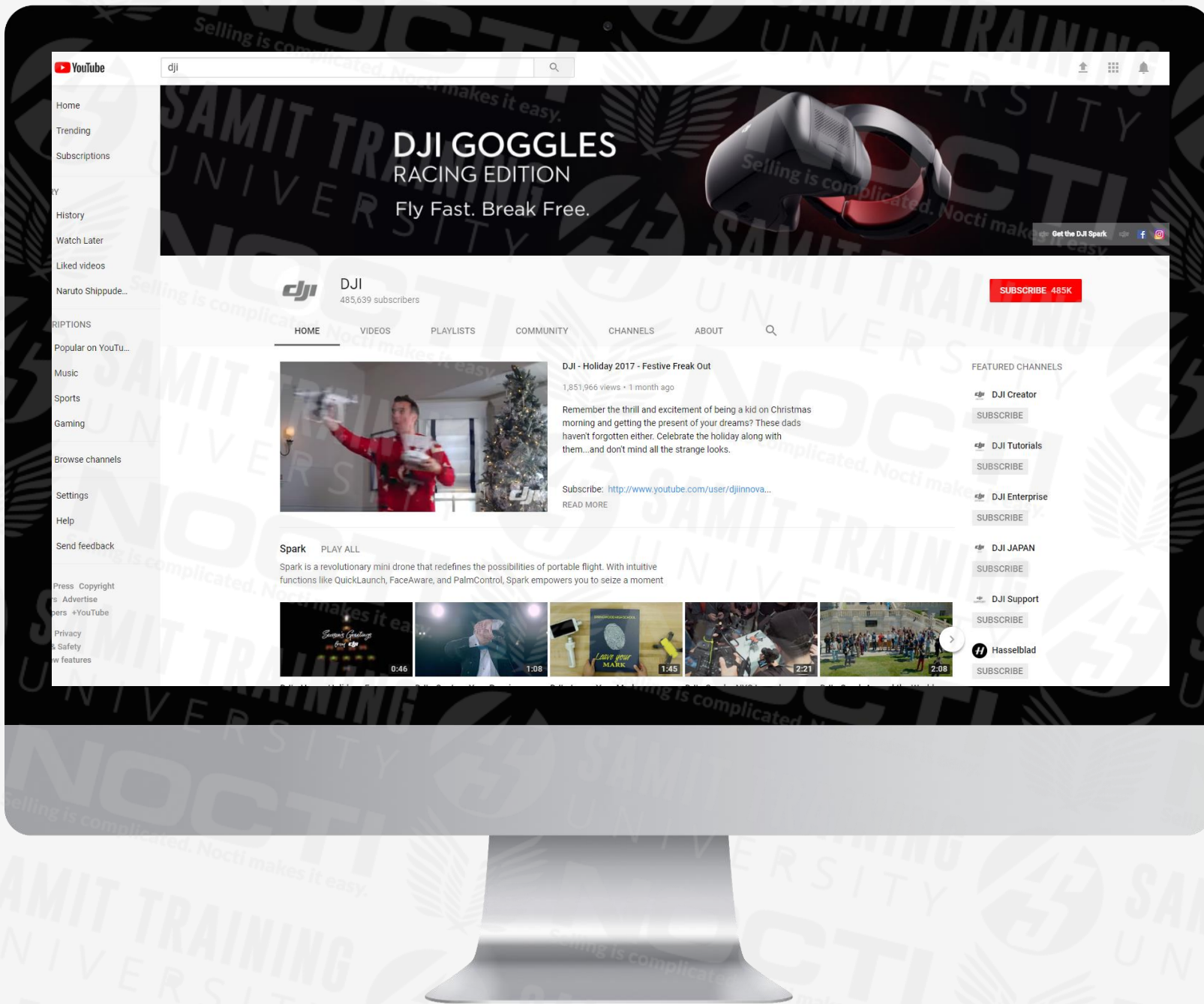


FACEBOOK PAGE



LINKEDIN PAGE





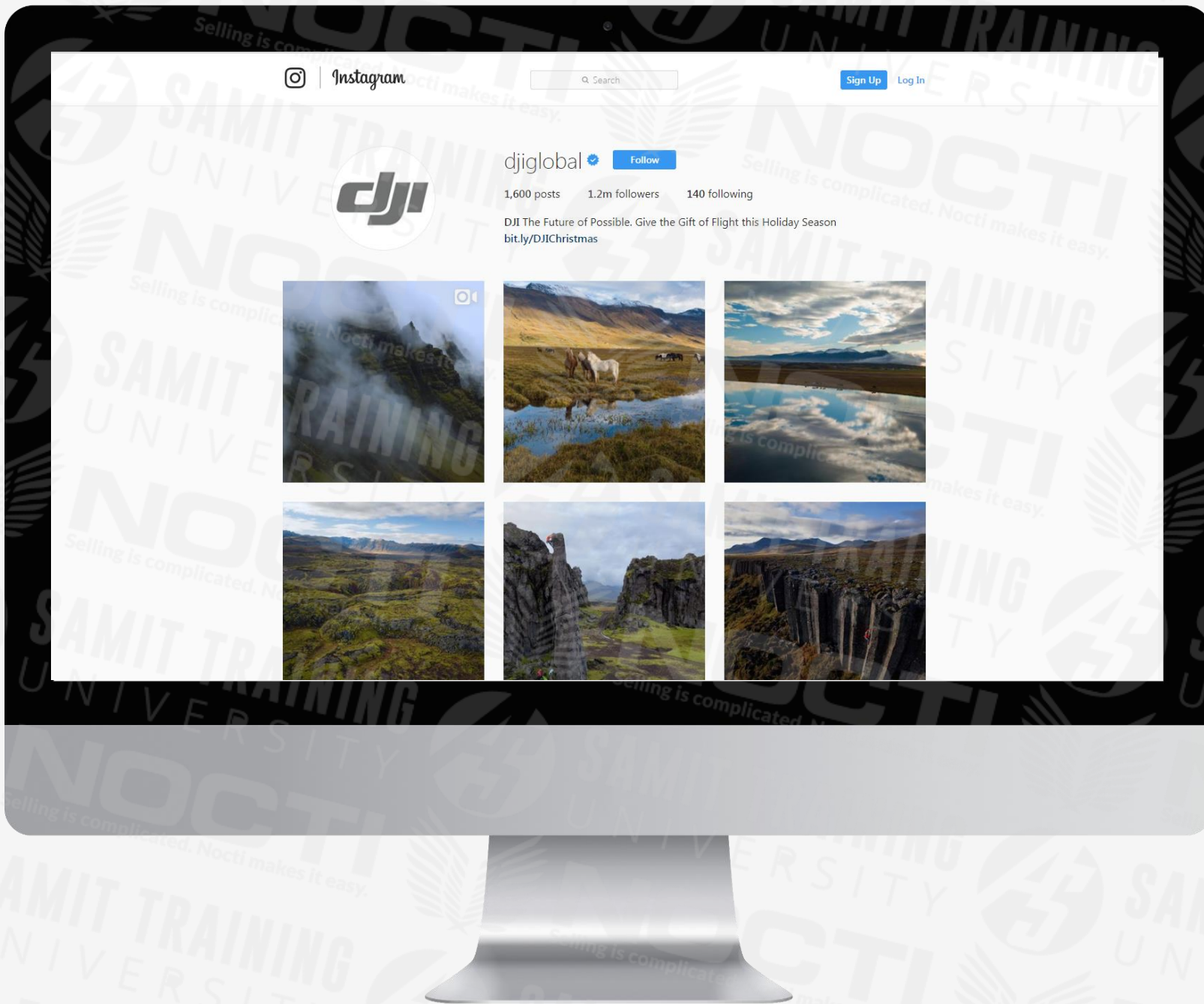
YOUTUBE CHANNEL





TWITTER





INSTAGRAM



SLIDESHARE





EMAIL



95% of customers choose solution providers that offer relevant content at every stage of the buying process.





THE NEW B2B BUYERS

what do they look like?





THE NEW B2B BUYERS

What do they look like?

Outside of work in their everyday consumer life, buyers are increasingly turning to digital tools to find solutions and to help them make purchasing decisions.

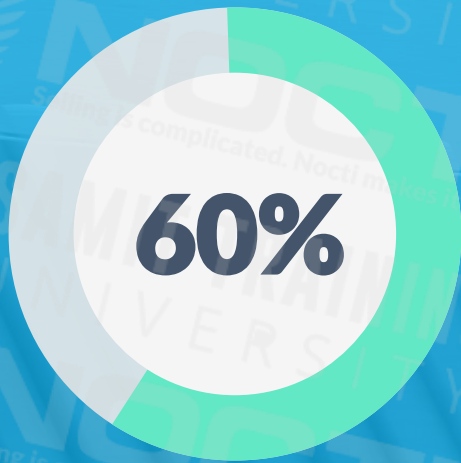
In recent years the B2B buyer has evolved to become a digital savvy, master/mistress of the Internet with a strong taste for social media.



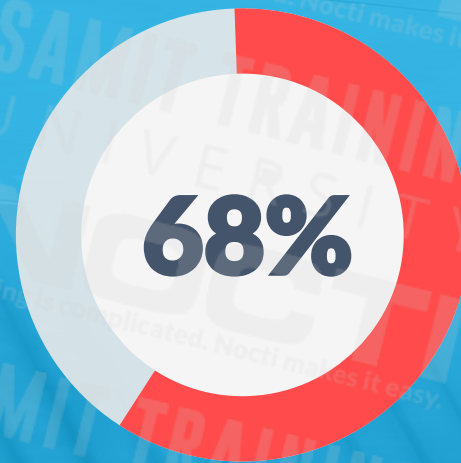
BIG CHANGES TO B2B SALES PROCESSES

As software continues to get smarter, the B2B sales person's role and the sales process changed. The B2B sales professional must demonstrate in the long run that he/she can evolve and manage the new sales process, which will no longer be characterized as the sales process, but rather the buyer's journey.

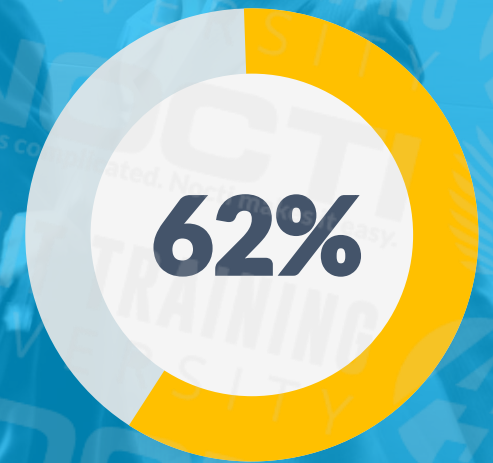
Business buyers are increasingly self-directed



Prefer not to interact with a sales rep as the primary source of information



Prefer to research on their own, online

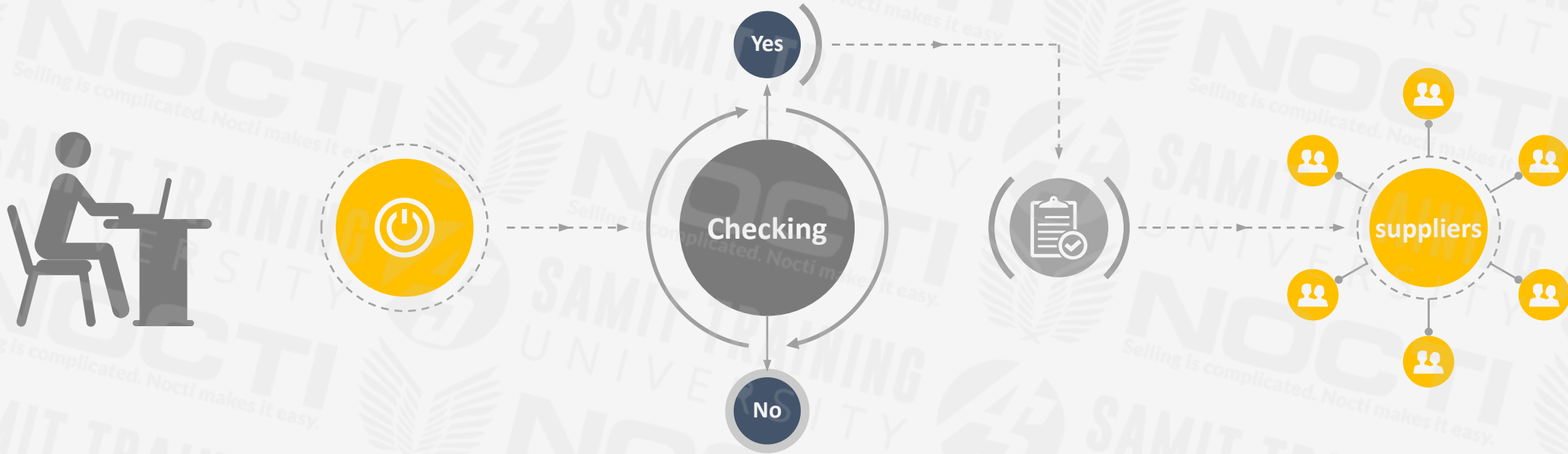


Can develop selection criteria or finalize a vendor list — based solely on digital content

**BUYERS COMPLETE 67%
OF THEIR DECISION
MAKING BEFORE
THEY CONTACT
A SALES REP**

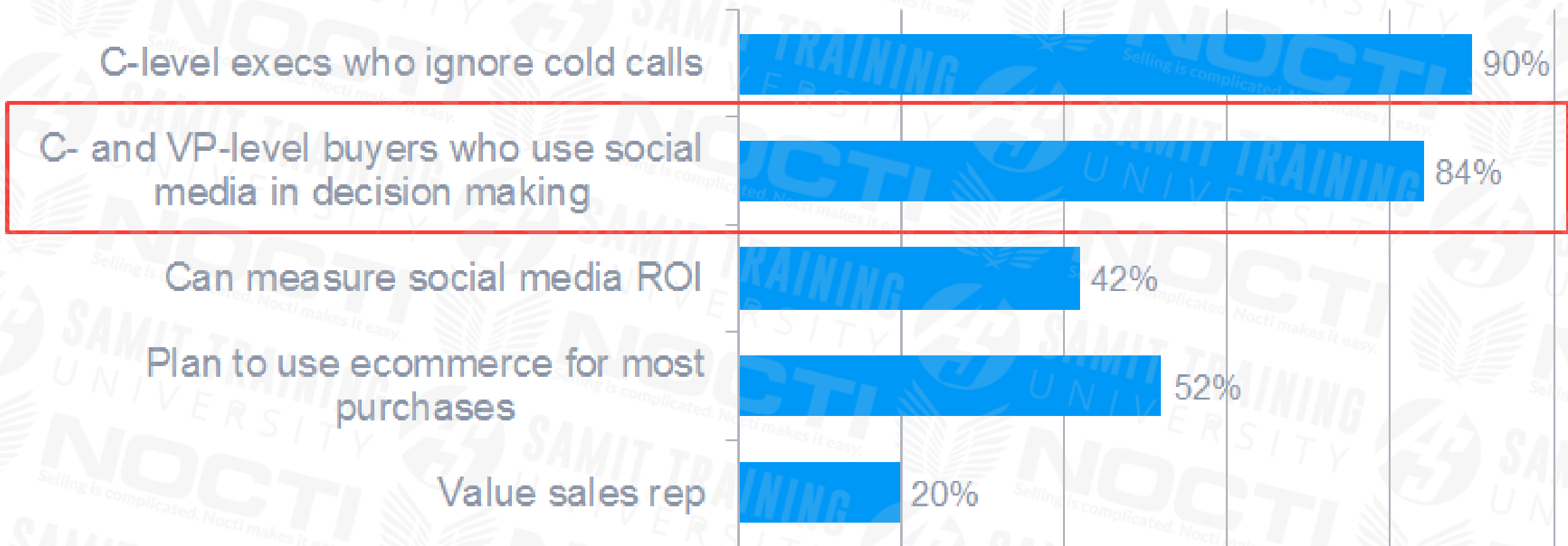
REALITY 4

Buyer Journey.



More than half (**53%**) of B2B buyers report turning to social media to make buying decisions

The B2B Buyer Journey





FINDING PROSPECT

Google



Use quotes to search for an exact phrase

“Keyword”

About 755,000 results (0.51 seconds)

Display Panel - FLEXIFRAME - sign2000.com.hk

[Ad] www.sign2000.com.hk/ ▾
Any Size,16 Color, Easy Change
What's New · Poster Frame · 清貨促銷 · Contact Us

Liquid-crystal display - Wikipedia

https://en.wikipedia.org/wiki/Liquid-crystal_display ▾
A liquid-crystal display (LCD) is a flat-panel display or other electronically modulated optical device that uses the light-modulating properties of liquid crystals. Liquid crystals do not emit light directly, instead using a backlight or reflector to produce images in colour or monochrome. LCDs are available to display arbitrary ...
History · Illumination · Passive and active-matrix · Active-matrix technologies

Images for "lcd display panel"



<https://www.amazon.com/Display-Panel-A1342-Macbook-Unibody/dp/B003TPK756>

➔ More images for "lcd display panel"

Report images

Lcd Display Panel - Alibaba

<https://www.alibaba.com/Electronic-Components-&Supplies/lcd-lcd-display>

Use quotes to search for an exact phrase

“Keyword”

All

Images

Videos

News


More

Settings

Tools

About 47,100,000 results (0.43 seconds)

Display Panel - FLEXIFRAME - sign2000.com.hk

 www.sign2000.com.hk/

Any Size,16 Color, Easy Change

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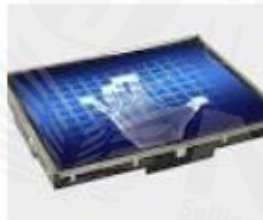
Liquid-crystal display - Wikipedia

https://en.wikipedia.org/wiki/Liquid-crystal_display

A liquid-crystal **display** (**LCD**) is a flat-panel display or other electronically modulated optical device that uses the light-modulating properties of liquid crystals. Liquid crystals do not emit light directly, instead using a backlight or reflector to produce images in colour or monochrome. LCDs are available to display arbitrary ...

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<https://www.amazon.com/Display-Panel-A1342-Macbook-Unibody/dp/B003TPK756>

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[Amazon.com: \(661-7109, 661-7513, 661-00156\) LCD Display Panel ...](#)

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★★★★★ Rating: 3.5 - 2 reviews

(076-1416, 076-1422, 076-1437) LCD Display Adhesive Tape Kit - For Apple iMac 21.5" A1418 (Late 2012... \$10.94. (076-1416, 076-1422, 076-1437) LCD Display Adhesive Tape Kit - For Apple iMac 21.5" A1418..... LCD Screen Display for iMac 21.5" A1418 LCD LM215WF3(SD)(D1) 2012 2013 2014 ...

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History · Illumination · Passive and active-matrix · Active-matrix technologies

Liquid crystal display,Crystal display,Display panel,Lcd display panel ...

www.urt.com.tw/products_show.php?show=274

HOME > PRODUCTS > LCM (LCD Module) > TFT LCM > 3.5". Product Name: , 3.5" UMSH-8863MD. T RGB I/F 300nit. 12. We offer popular size on marketing: 2.4",2.8",3.5", 4.3", 5", 5.7", 7", 10.1". Including a series of high brightness, wide viewing angle,wide temperature type TFT LCM. Customization is available.

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Building A, No.3, Hongling First Road, Liulian Shibi, Pingdi Street, Longgang District, Shenzhen, Guangdong province, China Miami, FL 34114. 0086-755-89212365. View Contact Info. Website · Easy mould **silicone rubber** Addition cure molding **silicone rubber** RTV **silicone rubber** for pad Printing · rtv2 silicone addition cure ...

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www.leddisplays.fr/stadium-led-display-screen/ [Translate this page](#)

LightS Technology vous offre une sélection complète d'écrans LED de stade fabriqués en Chine qui peuvent être utilisés pour les médias publicitaires, les spectacles, l'éducation, etc. Haute résolution, faible consommation d'énergie, prix bas et haute qualité sont leurs principales caractéristiques. Venez contacter nos ...

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Dec 28, 2015 - Sono utilizzabili in ogni genere di dispositivo, ma di fatto i monitori IGZO sono pochissimi perché il prezzo è ancora davvero molto alto. Uno schermo IGZO è uno **schermo LED** con un nuovo tipo di transistor. A meno di esigenze molto particolari, uno schermo con questa tecnologia non è consigliabile, ...

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www.monclick.it/magazine/differenze-tv-led  [Translate this page](#)

Nov 16, 2015 - Edge La tecnologia Edge si differenzia dal Local Dimming per la struttura di disposizione dei LED. Nel Local Dimming, i LED vengono stesi su un pannello in modo da coprirlo completamente, nello **schermo LED** Edge invece i LED si collocano solamente nel bordo dello schermo, e la luce prodotta viene ...

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Gordon Scudder. Production supervisor at **Silicone Rubber Canada**. Location: **Canada**; Industry: **Plastics**. Current, Production supervisor at **Silicone Rubber ...**

I: 52.8M L: 0 LD: 362M I: 223M Rank: 15 Age: wait... whois source

Rank: 59

2. Gordon Scudder | LinkedIn

<https://ca.linkedin.com/in/gordon-scudder-b6760672>

Cambridge, Ontario, Canada - Production supervisor at Silicone Rubber Canada - Silicone Rubber Canada

Gordon Scudder. Production supervisor at **Silicone Rubber Canada**. Location: **Cambridge, Ontario, Canada**; Industry: **Plastics ...**

I: 16.7M L: 0 LD: 849K I: 2.09M Rank: 15 Age: wait... whois source

Rank: 59

3. Gord Scudder | LinkedIn

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Mark (Power Bank and USB Gift) | LinkedIn

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VP of International Sales and Marketing - ShenZhen UNOs Technology Co.,LTD @Shenzhen UNOs Technology Co.,Ltd., which is professional power bank ODM and OEM manufacturer. - Shenzhen City, Guangdong, China

View Mark (Power Bank and USB Gift)'s professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Mark ...

Missy Power | LinkedIn

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SVP of Marketing at South State Bank @South State Bank - Columbia, South Carolina

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Sales Manager at Shenzhen Bloom Technology Co., Ltd - 广东 深圳

领英是全球领先的商务人脉网络，帮助像Nora (Power bank) Ren (electronic scooter)这样的职场人士找到企业内部联系人，并通过这些人脉来联系职位候选人、行业 ...

Raymond Wood | LinkedIn

<https://www.linkedin.com/in/raymond-wood-67801810>



Managing Director-Head of Global Power & Renewables at Bank of America Merrill Lynch @Bank of America Merrill Lynch - Greater New York City Area

26 years in investment banking, 23 dedicated to the power sector. I have advised clients on a range of mergers and acquisitions, initial public offerings, ...

Top 10 Andy Power profiles | LinkedIn

<https://www.linkedin.com/pub/dir/Andy/Power>



Power Bank, Mobile phone charger, Iphone samsung phone. Location: Shenzhen, Guangdong, China; Industry: International Trade and Development ...

Nick Mckee | LinkedIn

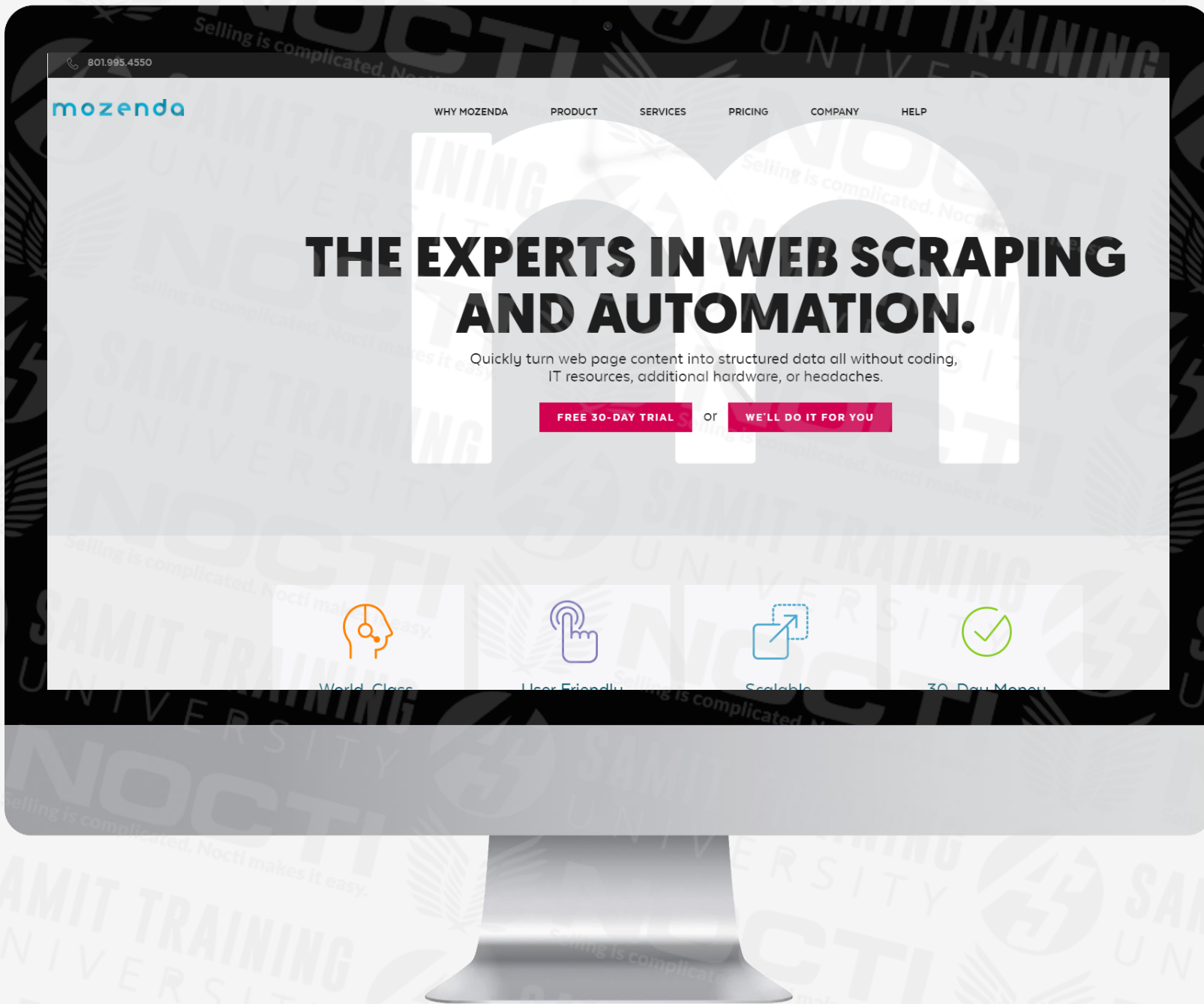
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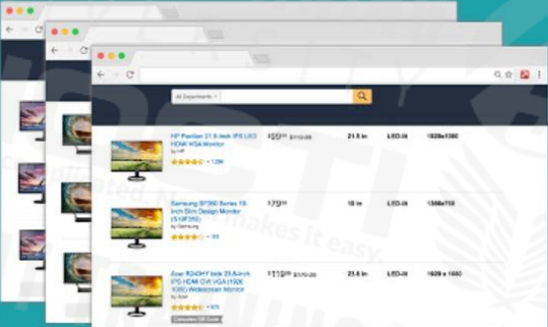
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Tony Gibbs | Professional Profile - LinkedIn

<https://uk.linkedin.com/in/tony-gibbs-70ab4a48> - 翻译此页

Portsmouth, United Kingdom - Technical Event Production at Bigaboxproductions - Bigabox London

Owner of events and exhibitions consultancy working with **LED screens** for ... Brands looking to tap into this market should contact expomission@gmail.com ...

Tom Miller | Professional Profile - LinkedIn

<https://uk.linkedin.com/in/tomalistairmiller> - 翻译此页

London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions Ltd

UniLED Solutions is the market leader in **LED** and **LCD screen** maintenance. ... Please email me at only1tmiller@gmail.com if you would like more information.

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2	Tom Miller	https://uk.linkedin.com/in/tomlistairmiller	London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions Ltd	UniLED Solutions is the market leader in LED and LCD screen maintenance. ... Please email me at only1tmiller@gmail.com if you would like more information.
3	Rosaleen McGrail	https://uk.linkedin.com/in/rosaleen-mcgrail-8664617a	Leeds, West Yorkshire, United Kingdom - Marketing Executive for Barratt & David Wilson Homes Yorkshire West - Barratt Developments plc	r.mcgrail@gmail.com ... Lamb 1887 handbags fill the gap in the market for practical yet trend led bags for ... Our disciplines include retail design, shop in shop, pop-up-shops, promotional events, window displays and POP display, as well as ...
4	Daniel Siden	https://uk.linkedin.com/in/danielsiden	London, United Kingdom - Director at Haberdashery Ltd. and Lightvert Ltd. - Lightvert Ltd.	Contact info: hello.dsiden@gmail.com +44 (0)7985 680 467 ... Our first product, ECHO is a new type of display hardware that allows us to make the worlds largest digital outdoor images without the need for the worlds largest LED billboard.
5	Nigel Fletcher	https://uk.linkedin.com/in/nigel-fletcher-89596b49	Wolverhampton, United Kingdom - Director of Business & Client Development in worldwide exhibition & display solutions. - Global Displays	Director of Business & Client Development in worldwide exhibition & display solutions. ... to contact me at nigel.af@gmail.com or nigel.fletcher@globaldisplays.co.uk ... Building our LED division by connecting/ working with people, businesses ...
6	David Glendinning	https://uk.linkedin.com/in/david-glendinning	Newcastle upon Tyne, Northumberland, United Kingdom - Independent consultant specialized in humanitarian protection, human rights and durable solutions - Regional Durable Solutions Secretariat (East Africa and Horn of Africa)	Email: mrdglendinning@gmail.com ... -Syria: Led assessments on civil documentation in northern and southern Syria, the first of their kind conducted by a ...
7	Christoph Cyrol	https://uk.linkedin.com/in/chriscyrol	London, United Kingdom - EMEA Marketing Manager at InFocus - InFocus	... me a message on LinkedIn or contact me under christoph.cyrol@gmail.com. ... of LED monitors, touch displays, projectors, large-format displays and virtual ...
8	Tom Richards	https://uk.linkedin.com/in/trichards1	London, United Kingdom - Head of Client Service at We Are Social - We Are Social	Key contact: tomrichards190@gmail.com ... At We Are Social London I led a team of extremely talented client service professionals (ranging from AE to SAD). ... multiple media channels (including affiliates, SEO, PPC and digital display).
9	George Bethell	https://uk.linkedin.com/in/georgebethell		Contact: george.bethell@gmail.com ... At the start of the year, I led the award winning "One Two Five" Cannes Chimera entry for 2013 and ... Online Advertising; Mobile Marketing; Online Marketing; Display Advertising; Social Media Marketing ...
10	Matt Buckland	https://uk.linkedin.com/in/mibuckland	London, United Kingdom - Head of Talent and Human Resources at Lyst - Lyst	Email - mattbuckland79@gmail.com ... Criteo's personalized banners significantly outperform standard display advertising and other types of ... The reduction in cost and the growth of interest in the GETCO brand led to increased UK campus ...
11	Ankit Khanna	https://uk.linkedin.com/in/ankit-khanna-ab509122	London, Greater London, United Kingdom - Senior Digital Product Manager for Airlines/MROs at Airnmar	akhanna83@gmail.com ... Led an agile team of 9 as Product Owner to deliver on annual budget of €1.2M, utilising only 93% of it for ... Boosted user conversion rate by 3% by designing new features to display more content on airline websites
12	Tom Edwards	https://uk.linkedin.com/in/tom-edwards-40871959	Letchworth, Hertfordshire, United Kingdom - Senior Sales Engineer at Fibre- Tech - Fibre-Tech Industries (UK) Ltd	tomedwards9uk@gmail.com ... Renowned for standard display systems and components, Albion also provides full ... Window display systems for estate agents, LED illuminated displays, Sign fixings and standoffs, Sales and marketing suites ...
13	Stephen Fisher	https://uk.linkedin.com/in/intarmedia	Lincoln, United Kingdom - Digital Media Learning Advisor Creative Technologist @inARMedia	Services at reasonable prices and high results to further fund my self led workshops in ... Email: intarmedia@gmail.com or call 07880620664 ... creating a 3D map overlay that would display over the universities existing 2D map and give a ...
14	Guilherme Berger	https://uk.linkedin.com/in/guilhermeberger	London, United Kingdom - FDSE @ Palantir - Palantir Technologies	http://github.com/gberger guilherme.berger@gmail.com ... Led the development of VTEX's JavaScript SDK for external developers @ Developed AngularJS ...
15	Jordan Simons	https://uk.linkedin.com/in/jordansimons	London, United Kingdom - Content Creator at TheLifeOfJord - TheLifeOfJord	Business Enquiries: jordansimons90@gmail.com ... -Planning and executing web, SEO/SEM, marketing database, email, social media and display advertising campaigns. ... Led and delivered multiple client facing IT Infrastructure projects
16	Kel Smith	https://uk.linkedin.com/in/kel-smith-0022b96b	Ilele of Man, United Kingdom - Director of Yoga with Kel & Be Well with Kel - Yoga with Kel & Be Well with Kel	Any enquiries or additional information can be sent to kelandsi@gmail.com or text or ... Linsio is a world leader in providing high-tech LED display solutions, both ...
17	Manuel Erard	https://uk.linkedin.com/in/manuelerard	London, United Kingdom - Digital Senior Account Manager chez Spark44 - Spark44	I have been in charge and led a large range of projects from big web builds ... campaign work (mainly on vehicle launches), apps, display to online video ... manuelerard@gmail.com / +44(0)7816 537011 / @ManuelFes / Skype: erard.manuel
18	Phyo Paing	https://uk.linkedin.com/in/phyo-paing-556446b4	London, Greater London, United Kingdom - IT Technical Support Manager at Welcome Gate - Welcome Gate	... Free, No drift, fail safe auto landing feature. Modify Features: Wi-Fi camera, Wi-Fi control, LED, GPS ... aivinphyo22@gmail.com. Team members: Phyo Paing ...
19	Nick Jackson	https://uk.linkedin.com/in/nickjacksonphotography	London, Greater London, United Kingdom - Founder at Nick Jackson Photography & At First Light - At First Light	Please email me at nickjacksonphotography@gmail.com to discuss your needs. ... My work has recently been on display at every major railway station and shopping ... The hi-tech LED sheets have a life span of over 50,000 hours and can be ...
20	Thibault Kesteloot	https://uk.linkedin.com/in/thibault-kesteloot-49651391/en	Portsmouth, United Kingdom - Stress and thermal Engineer at Airbus Defence and Space for Akka UK - Airbus Defence and Space for Akka UK	Contact: thibault.kesteloot01@gmail.com ... compression stockings (3 sensors, 1 Arduino Uno microcontroller, audible alarm, LED display with pressure).
21	Gary Estabrooks	https://uk.linkedin.com/in/gary-estabrooks-tvt	York, United Kingdom - ▶ Finance Director Audio Visual Digital Signage CCTV TV Technologies Golfzon Golf Simulator Systems ◀ - TVTechnologies	... 515 690 E: gary.estabrooks.ai@gmail.com W: www.tvtechnologies.co.uk ... The project was led professionally and all team members fulfilled their role to the ... was also to allow for local presentations through interactive touch displays.
22	Chiradeep Mukherjee	https://uk.linkedin.com/in/chiradeepmukherjee	London, Greater London, United Kingdom - Analytics Consulting Strategy Operations - KPMG UK	I have led critical business engagements using data science for generating ... Get in touch with me at chiradeep.mukherjee@gmail.com or call me at +44 CONSULTING (Hiring / Job Posting / Discussions / Profile display / Business Ideas) ...
23	Keir Tyler	https://uk.linkedin.com/in/keir-tyler-3958b3104	Haslemere, Surrey, United Kingdom - Project Officer at London Festival of Architecture - London Festival of Architecture	Today we are busy working on our display for The National. ... Recently, I led the Greater London Authorities involvement in the London Festival of Architecture this included helping ... I can currently be reached via email at keirtyler@gmail.com ...
24	Dannielle Noonan	https://uk.linkedin.com/in/danniellenoonan	Sunderland, United Kingdom - Freelance content creator / Blogger at While I'm Young - Freelance	Knowledge of SEO, email marketing, blogger outreach, Display and PPC campaigns. ... A background in customer service and hospitality has led to strong interpersonal ... Call me on 07535 003 698 or email noonandannielle@gmail.com.
25	Cathy Grimes	https://uk.linkedin.com/in/cathygrimes	London, United Kingdom - Digital Marketer (actively looking) Business Growth Digital Transformation Digital Innovation	Email me at cathygrimesonline at gmail.com now to talk digital marketing and ... Led the paid marketing strategy and activity for search and display channels, ...
26	Timu Fokinas	https://uk.linkedin.com/in/timfokinas	London, United Kingdom - Founder, Freelance PPC Consultant, Director PPC SEM PAID SOCIAL @ Google AdWords Hero - Google AdWords Hero SEM PPC SEO SOCIAL WEB UX CRO	e-mail timuras.fokinas@gmail.com ... Paid Search / Pay per Click / Google AdWords, Display / Display Remarketing, GDS Media, Google Analytics, WEB, Mobile ...
27	David Murphy	https://uk.linkedin.com/in/david-murphy-b743335a	Stockport, United Kingdom - Digital Content Writer & Research	Please message me on here or email me at dvmurphy78@gmail.com as I am ... Live playback and multi-display performance in high profile event delivery. ... of job title and responsibilities, and led to the Altrincham site becoming the hub for ...

New

Save Recipe

Reload Page

Help

Scrape

Accumulated Rows: (100)

Clear

Download

Collections

Clipboard

 \mathbf{i}

Excel ribbon: Home, Insert, Page Layout, Formulas, Data, Review, View. Includes font settings (Calibri, size 12), bold, italic, underline, text color, background color, wrap text, merge & center, general, conditional formatting, format as table, cell styles, insert, delete, format, auto sum, fill, clear, sort & filter.

	C	D	E	F	G	H	I	J	K	L	M
1	Name	URL	Headline	Content							
2	Tony Gibbs	https://uk.linkedin.com/in/tony-gibbs-70ab4a48	Portsmouth, United Kingdom - Technical Event Production at Bigaboxproductions - Bigabox London	Harrods window displays for BlackBerry, Large impact LED systems created for ... Brands looking to tap into this mark							
3	Tom Miller	https://uk.linkedin.com/in/tomalistairmiller	London, Greater London, United Kingdom - Commercial Director at UniLED Solutions Ltd - UniLED Solutions	UniLED Solutions is the market leader in LED and LCD screen maintenance. ... Please email me at only1tmiller@gma							
4	Rosaleen McGrael	https://uk.linkedin.com/in/rosaleen-mcgrael-8664617a	Leeds, West Yorkshire, United Kingdom - Marketing Executive for Barratt & David Wilson Homes Yorkshire V	r.mcgrael@gmail.com ... Lamb 1887 handbags fill the gap in the market for practical yet trend led bags for ... Our disci							
5	Daniel Siden	https://uk.linkedin.com/in/danielsiden	London, United Kingdom - Director at Haberdashery Ltd. and Lightvert Ltd. - Lightvert Ltd.	Contact info: hello.dsiden@gmail.com +44 (0)7985 680 467 ... Our first product, ECHO is a new type of display hardv							
6	Nigel Fletcher	https://uk.linkedin.com/in/nigel-fletcher-89596b49	Wolverhampton, United Kingdom - Director of Business & Client Development in worldwide exhibition & displ	Director of Business & Client Development in worldwide exhibition & display solutions. ... to contact me at nigel.af@gr							
7	David Glendinning	https://uk.linkedin.com/in/david-glendinning	Newcastle upon Tyne, Northumberland, United Kingdom - Independent consultant specialized in humanitaria	Email: mrdglendinning@gmail.com ... -Syria: Led assessments on civil documentation in northern and southern Syria,							
8	Christoph Cyrol	https://uk.linkedin.com/in/chriscyrol	London, United Kingdom - EMEA Marketing Manager at InFocus - InFocus	... me a message on LinkedIn or contact me under christoph.cyrol@gmail.com. ... of LED monitors, touch displays, prc							
9	Tom Richards	https://uk.linkedin.com/in/trichards1	London, United Kingdom - Head of Client Service at We Are Social - We Are Social	Key contact: tomrichards190@gmail.com ... At We Are Social London I led a team of extremely talented client service							
10	George Bethell	https://uk.linkedin.com/in/georgebethell		Contact: george.bethell@gmail.com. ... At the start of the year, I led the award winning "One Two Five" Cannes Chime							
11	Matt Buckland	https://uk.linkedin.com/in/mlbuckland	London, United Kingdom - Head of Talent and Human Resources at Lyst - Lyst	Email - mattbuckland79@gmail.com ... Criteo's personalized banners significantly outperform standard display adverti:							
12	Ankit Khanna	https://uk.linkedin.com/in/ankit-khanna-ab509122	London, Greater London, United Kingdom - Senior Digital Product Manager for Airlines/MROs at Airinmar	akhanna83@gmail.com ... Led an agile team of 9 as Product Owner to deliver on annual budget of €1.2M, utilising onl							
13	Tom Edwards	https://uk.linkedin.com/in/tom-edwards-40871959	Letchworth, Hertfordshire, United Kingdom - Senior Sales Engineer at Fibre- Tech - Fibre-Tech Industries (UK	tomedwards9uk@gmail.com ... Renowned for standard display systems and components, Albion also provides full ... \							
14	Stephen Fisher	https://uk.linkedin.com/in/intarmedia	Lincoln, United Kingdom - Digital Media Learning Advisor Creative Technologist @IntARMedia	Services at reasonable prices and high results to further fund my self led workshops in ... Email: intarmedia@gmail.co							
15	Guilherme Berger	https://uk.linkedin.com/in/guilhermeberger	London, United Kingdom - FDSE @ Palantir - Palantir Technologies	http://github.com/gberger guilherme.berger@gmail.com ... Led the development of VTEX's JavaScript SDK for externa							
16	Jordan Simons	https://uk.linkedin.com/in/jordansimons	London, United Kingdom - Content Creator at TheLifeOfJord - TheLifeOfJord	Business Enquiries: jordansimons90@gmail.com ... -Planning and executing web, SEO/SEM, marketing database, er							
17	Kel Smith	https://uk.linkedin.com/in/kel-smith-0022b96b	Isle of Man, United Kingdom - Director of Yoga with Kel & Be Well with Kel - Yoga with Kel & Be Well with Kel	Any enquiries or additional information can be sent to kelandisi@gmail.com or text or ... Linso is a world leader in provi							
18	Manuel Erard	https://uk.linkedin.com/in/manuelerard	London, United Kingdom - Digital Senior Account Manager chez Spark44 - Spark44	I have been in charge and led a large range of projects from big web builds ... campaign work (mainly on vehicle launc							
19	Phyo Paing	https://uk.linkedin.com/in/phyo-paing-556446b4	London, Greater London, United Kingdom - IT Technical Support Manager at Welcome Gate - Welcome Gate	... Free, No drift, fail safe auto landing feature. Modify Features: WI-FI camera, WI-FI control, LED, GPS ... alvinphyo2							
20	Nick Jackson	https://uk.linkedin.com/in/nickjacksonphotography	London, Greater London, United Kingdom - Founder at Nick Jackson Photography & At First Light - At First L	Please email me at nickjacksonphotography@gmail.com to discuss your needs. ... My work has recently been on disp							
21	Thibault Kesteloot	https://uk.linkedin.com/in/thibault-kesteloot-49651391/en	Portsmouth, United Kingdom - Stress and thermal Engineer at Airbus Defence and Space for Akka UK - Airb	Contact: thibault.kesteloot01@gmail.com compression stockings (3 sensors, 1 Arduino Uno microcontroller, audibl							
22	Gary Estabrooks	https://uk.linkedin.com/in/gary-estabrooks-tvt	York, United Kingdom - ► Finance Director Audio Visual Digital Signage CCTV TV Technologies Golfzo	... 515 690 E: gary.estabrooks.ai@gmail.com W: www.tvtechnologies.co.uk The project was led professionally an							
23	Chiradeep Mukherjee	https://uk.linkedin.com/in/chiradeepmukherjee	London, Greater London, United Kingdom - Analytics Consulting Strategy Operations - KPMG UK	I have led critical business engagements using data science for generating ... Get in touch with me at chiradeep.mukh							
24	Keir Tyler	https://uk.linkedin.com/in/keir-tyler-3958b3104	Haslemere, Surrey, United Kingdom - Project Officer at London Festival of Architecture - London Festival of A	Today we are busy working on our display for The National. ... Recently, I led the Greater London Authorities involvem							
25	Dannielle Noonan	https://uk.linkedin.com/in/danniellenoonan	Sunderland, United Kingdom - Freelance content creator / Blogger at While Im Young - Freelance	Knowledge of SEO, email marketing, blogger outreach, Display and PPC campaigns. ... A background in customer sei							
26	Cathy Grimes	https://uk.linkedin.com/in/cathygrimes	London, United Kingdom - Digital Marketer (actively looking) Business Growth Digital Transformation Digit	Email me at cathygrimesonline at gmail.com now to talk digital marketing and ... Led the paid marketing strategy and e							
27	Timu Fokinas	https://uk.linkedin.com/in/timfokinas	London, United Kingdom - Founder, Freelance PPC Consultant, Director PPC SEM PAID SOCIAL @ Goo	e-mail timuras.fokinas@gmail.com ... Paid Search / Pay per Click / Google AdWords, Display / Display Remarketing, C							
28	David Murphy	https://uk.linkedin.com/in/david-murphy-b743335a	Stockport, United Kingdom - Digital Content Writer & Research	Please message me on here or email me at dvmurphy78@gmail.com as I am ... Live playback and multi-display perfo							
29	Katharine A Foley	https://uk.linkedin.com/in/katharineafoley	Belfast, United Kingdom - 'IMAGINE INTERIOR DESIGN STUDIO'	You can contact me at mygulfgem@gmail.com ... planning, layout and presentation of all set designs, and displays in f							
30	James Southern	https://uk.linkedin.com/in/james-southern-72a1b649	Derby, United Kingdom - Head of Digital Sales - Universal Media - Lawyer Monthly	... offering; advertorials, display advertising and some web advertising. ... Gresley FC Supporters Club please get in to							
31	Daniel R G Hoare	https://uk.linkedin.com/in/daniel-r-g-hoare-1469a352	Leeds, United Kingdom - Operations Director - Predator Nutrition - Predator Nutrition	Contact: Danielrghoare@gmail.com ... A company that is led through innovation and forward thinking business practi							
32	Sonali Gidwani	https://uk.linkedin.com/in/sonaligidwani	London, United Kingdom - Consulting Analyst at Deloitte UK - Deloitte UK	... and Asian food. Email: sonaligidwani@gmail.com Assisted in managing social media accounts and led physica							
33	Teresa Affinito	https://uk.linkedin.com/in/teresaaffinito/it	Barnet, Greater London, Regno Unito - Business Development Manager - Paysafe Group	Teresa (teresa.affinito@gmail.com) Affinito ... skills and have produced exceptional results from the teams I have led.							
34	Femi Olajiga. MSc.	https://uk.linkedin.com/in/femi-olajiga-msc-9447a923	London, United Kingdom - Agile/Digital/Product Marketing Strategist & Trainer Web Analytics, CX, CRO & UX	Email - olufemi.olajiga@gmail.com ... Working closely with PPC, Social Media, Display Marketing, Affiliate Marketing, I							
35	Javier Gómez	https://uk.linkedin.com/in/javiergomezg	Frimley, Surrey, United Kingdom - Passion for learning. Entrepreneur. Digital Marketing and Innovation Consu	Contact me at javierorange@gmail.com ... I am not comparing myself with the great Zubhin Mehta but I am inspired by							
36	Robin Patel	https://uk.linkedin.com/in/ergadiarobin	Stirling, Stirling, United Kingdom - Museums & Heritage Consultant / Freelancer - Self, SKS Scotland CIC and	... Land Fund 2 application, a community-led options appraisal for the Crieff Monuments, ... robin.m.patel@gmail.com							
37	Christopher Oatway	https://uk.linkedin.com/in/christopher-oatway-b2866036	Manchester, United Kingdom - Marketing Comms Digital Media Entertainment LGBT - Principal Hotel Con	info.traffordprime@gmail.com designer of canvases, abstract art and interiors on public relations and media/press I							
38	simon frankum	https://uk.linkedin.com/in/simonfrankum	Oxford, United Kingdom - Straight talking experienced digital marketer - Sage	... then either message me here, or email me on simonfrankum79@gmail.com ... Outbound marketing techniques incl							
39	Colin Atkins	https://uk.linkedin.com/in/colinatkinslondon	London, United Kingdom - Business developer, project manager, implementation manager, tender writer.	... your organisation, please contact me via Linked In or at colbarset@gmail.com ... internal stakeholders and led creat							
40	Craig Beddis	https://uk.linkedin.com/in/craigbeddis	London, United Kingdom - Entrepreneurial Executive - Hadean	email: craigbeddis77@gmail.com and craig@hadean.com • Twitter: @ ... Led investment discussions for new compan							
41	Victoria Blair	https://uk.linkedin.com/in/victoriablair	High Wycombe, Buckinghamshire, United Kingdom - Marketing Director Creative Director Interiors & Home	Insight led brand and business strategy ... styling, exhibitions, display, merchandising, events, print and digital collater							



Web Scraper

offered by [Martins Balodis](#)

★★★★★ (421)

[Productivity](#)

169,360 users

ADDED TO CHROME

OVERVIEW

REVIEWS

SUPPORT

RELATED

G+

The screenshot shows the Web Scraper extension interface. At the top, there's a navigation bar with 'OVERVIEW', 'REVIEWS', 'SUPPORT', and 'RELATED'. Below this, there's a product page for 'iPod Nano' with a 'REDUCED PRICE' of '\$158.07'. The 'Create element selectors' dialog box is open, showing a list of elements with columns for 'Id', 'Type', 'Selector', 'Regex', and 'Parent Selectors'. The 'h3 a' selector is selected. The dialog has 'Save selector' and 'Cancel' buttons.

Create element selectors

Compatible with your device

Web site data extraction tool

Web Scraper is a chrome browser extension built for data extraction from web pages. Using this extension you can create a plan (sitemap) how a web site should be traversed and what should be extracted. Using these sitemaps the Web Scraper will navigate the site accordingly and extract all data. Scraped data later can be exported as CSV.

Features:

1. Scrape multiple pages
2. Scraped data is stored in local storage or

[Website](#)

[Report Abuse](#)

Additional Information

Version: 0.3.2

Updated: December 22, 2017

Size: 500KB



WEB SCRAPER



Extracts data out of html pages and import it into Microsoft Excel spreadsheets



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1. New Tech Display

★★★★★ (1)

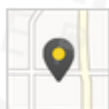
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2. Solomar Fixtures

★★★★★ (1)

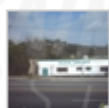
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 (213) 748-3612

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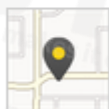


3. Alex Velvet Inc

★★★★★ (1)

3334 Eagle Rock Blvd,
 Los Angeles, CA 90065
 (323) 255-6900

Display Fixtures & Materials



4. S P Display

★☆☆☆☆ (1)

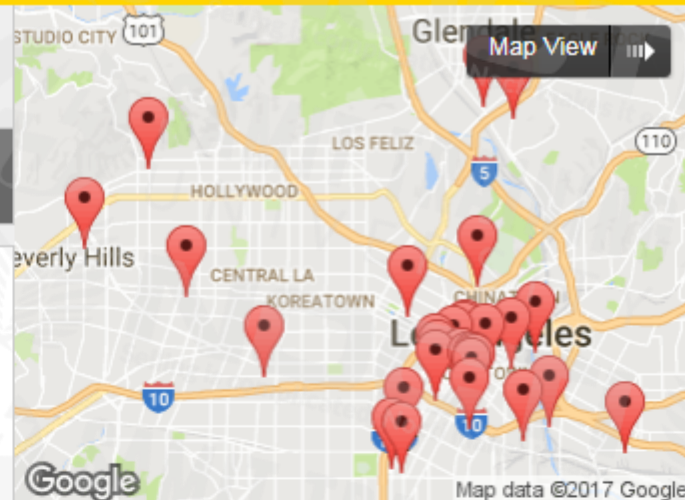
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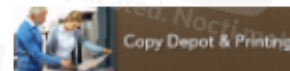


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Reload	Ctrl+R
Save as...	Ctrl+S
Print...	Ctrl+P
Cast...	
Translate to English	
 AdBlock	
 Add to Todoist	
 Get Similar (Data Miner)	
 Scrape similar...	
 Take Webpage Screenshots Entirely - FireShot	
View page source	Ctrl+U
Inspect	Ctrl+Shift+I

Display Fixtures &

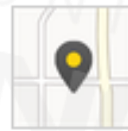
Display Designers
Website

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me my paid for order was not ava

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90021
Display Fixtures &
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Feedback

 BIG STORE CAN FIND ANY THNIK NEED OF DISPLAY AND MORE.



2. Solomar Fixtures

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(213) 748-3612

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very good price.....and more.....



3. Alex Velvet Inc

★★★★★ (1)

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Display Fixtures & Materials

Elements Console Sources Network Performance Memory Application Security Audits **Web Scraper** Adblock

Sitemaps Sitemap Create new sitemap

ID	Start URL
alibabaedlight	http://ledsupplier.en.alibaba.com/contactinfo.html ...
alitest	https://ledsupplier.en.alibaba.com/contactinfo.html?spm=a2700.8304367.topnav.8.38562513eXeAOD
alitest2url	https://www.alibaba.com/trade/search?fsb=y&IndexArea=company_en&CatId=&SearchText=led+light
cctvshenzhen	http://www.cpse.com.cn/famous.php?ac=info&act=famous&opt=2017&id=4896 ...
hongkongelecro	http://m.hktdc.com/fair/exdetail/hkelectronicshairae-en/1X6HB787/HKTDC-Hong-Kong-Electronics-Fair-Autumn-Edition/Chung-Pak-Battery-Works-Limite
honglight	http://m.hktdc.com/fair/exdetail/hklightingfairae-en/1X6HW4EA/HKTDC-Hong-Kong-International-Lighting-Fair-Autumn-Edition/Signcomplex-Ltd.htm ...
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Elements Console Sources Network Performance Memory Application Security Audits **Web Scraper** AdBlock

Sitemaps Sitemap (ledyellowpages) Create new sitemap

Id	Selector Id
Type	
Selector	Element preview Data preview
Regex	regex
Delay (ms)	delay
Parent Selectors	root
	Links

11:54 / 19:47

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WHO MANAGE HIS CUSTOMER DATA IN SPREADSHEET?



Home Insert Page Layout Formulas Data Review View Add-Ins Load Test Team

Clipboard Font Alignment Number Styles Cells Editing

MS Sans Serif 10 A A

Wrap Text Merge & Center

General

\$ % .00 .00

Conditional Formatting as Table Cell Styles

Insert Delete Format

Sort & Find & Filter Select

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
	ID	Company	Last Name	First Name	E-mail Adr	Job Title	Business F	Home Phc	Mobile	Fax Numb	Address	City	State/Province	ZIP/Postal Code	Count
1		1	Company A	Bedecs	Anna	Owner	(123)555-0100			(123)555-0	123 1st Street	Seattle	WA	99999	USA
2		2	Company B	Gratacos	Antonio	Owner	(123)555-0100			(123)555-0	123 2nd Street	Boston	MA	99999	USA
3		3	Company C	Axen	Thomas	Purchasin	(123)555-0100			(123)555-0	123 3rd Street	Los Angeles	CA	99999	USA
4		4	Company D	Lee	Christina	Purchasin	(123)555-0100			(123)555-0	123 4th Street	New York	NY	99999	USA
5		5	Company E	O'Donnell	Martin	Owner	(123)555-0100			(123)555-0	123 5th Street	Minneapolis	MN	99999	USA
6		6	Company F	Pérez-Ola	Francisco	Purchasin	(123)555-0100			(123)555-0	123 6th Street	Milwaukee	WI	99999	USA
7		7	Company G	Xie	Ming-Yang	Owner	(123)555-0100			(123)555-0	123 7th Street	Boise	ID	99999	USA
8		8	Company H	Andersen	Elizabeth	Purchasin	(123)555-0100			(123)555-0	123 8th Street	Portland	OR	99999	USA
9		9	Company I	Mortenser	Sven	Purchasin	(123)555-0100			(123)555-0	123 9th Street	Salt Lake City	UT	99999	USA
10		10	Company J	Wacker	Roland	Purchasin	(123)555-0100			(123)555-0	123 10th Street	Chicago	IL	99999	USA
11		11	Company K	Krschne	Peter	Purchasin	(123)555-0100			(123)555-0	123 11th Street	Miami	FL	99999	USA
12		12	Company L	Edwards	John	Purchasin	(123)555-0100			(123)555-0	123 12th Street	Las Vegas	NV	99999	USA
13		13	Company M	Ludick	Andre	Purchasin	(123)555-0100			(123)555-0	456 13th Street	Memphis	TN	99999	USA
14		14	Company N	Grilo	Carlos	Purchasin	(123)555-0100			(123)555-0	456 14th Street	Denver	CO	99999	USA
15		15	Company O	Kupkova	Helena	Purchasin	(123)555-0100			(123)555-0	456 15th Street	Honolulu	HI	99999	USA
16		16	Company P	Goldschm	Daniel	Purchasin	(123)555-0100			(123)555-0	456 16th Street	San Francisco	CA	99999	USA
17		17	Company Q	Bagel	Jean Philippe	Owner	(123)555-0100			(123)555-0	456 17th Street	Seattle	WA	99999	USA
18		18	Company R	Autier Mic	Catherine	Purchasin	(123)555-0100			(123)555-0	456 18th Street	Boston	MA	99999	USA
19		19	Company S	Eggerer	Alexander	Accounting	(123)555-0100			(123)555-0	789 19th Street	Los Angeles	CA	99999	USA
20		20	Company T	Li	George	Purchasin	(123)555-0100			(123)555-0	789 20th Street	New York	NY	99999	USA
21		21	Company U	Tham	Bernard	Accounting	(123)555-0100			(123)555-0	789 21th Street	Minneapolis	MN	99999	USA
22		22	Company V	Ramos	Luciana	Purchasin	(123)555-0100			(123)555-0	789 22th Street	Milwaukee	WI	99999	USA
23		23	Company W	Entin	Michael	Purchasin	(123)555-0100			(123)555-0	789 23th Street	Portland	OR	99999	USA
24		24	Company X	Hasselber	Jonas	Owner	(123)555-0100			(123)555-0	789 24th Street	Salt Lake City	UT	99999	USA
25		25	Company Y	Rodman	John	Purchasin	(123)555-0100			(123)555-0	789 25th Street	Chicago	IL	99999	USA
26		26	Company Z	Liu	Run	Accounting	(123)555-0100			(123)555-0	789 26th Street	Miami	FL	99999	USA
27		27	Company AA	Toh	Karen	Purchasin	(123)555-0100			(123)555-0	789 27th Street	Las Vegas	NV	99999	USA
28		28	Company BB	Raghav	Amritansh	Purchasin	(123)555-0100			(123)555-0	789 28th Street	Memphis	TN	99999	USA
29		29	Company CC	Lee	Soo Jung	Purchasin	(123)555-0100			(123)555-0	789 29th Street	Denver	CO	99999	USA
30															
31															
32															

You need to kill your
spreadsheets, before
they kill you.





**What Technologies Tools Are You
Using As A Salesperson?**

**And How You Judge That It Can
Grow Your Revenue?**

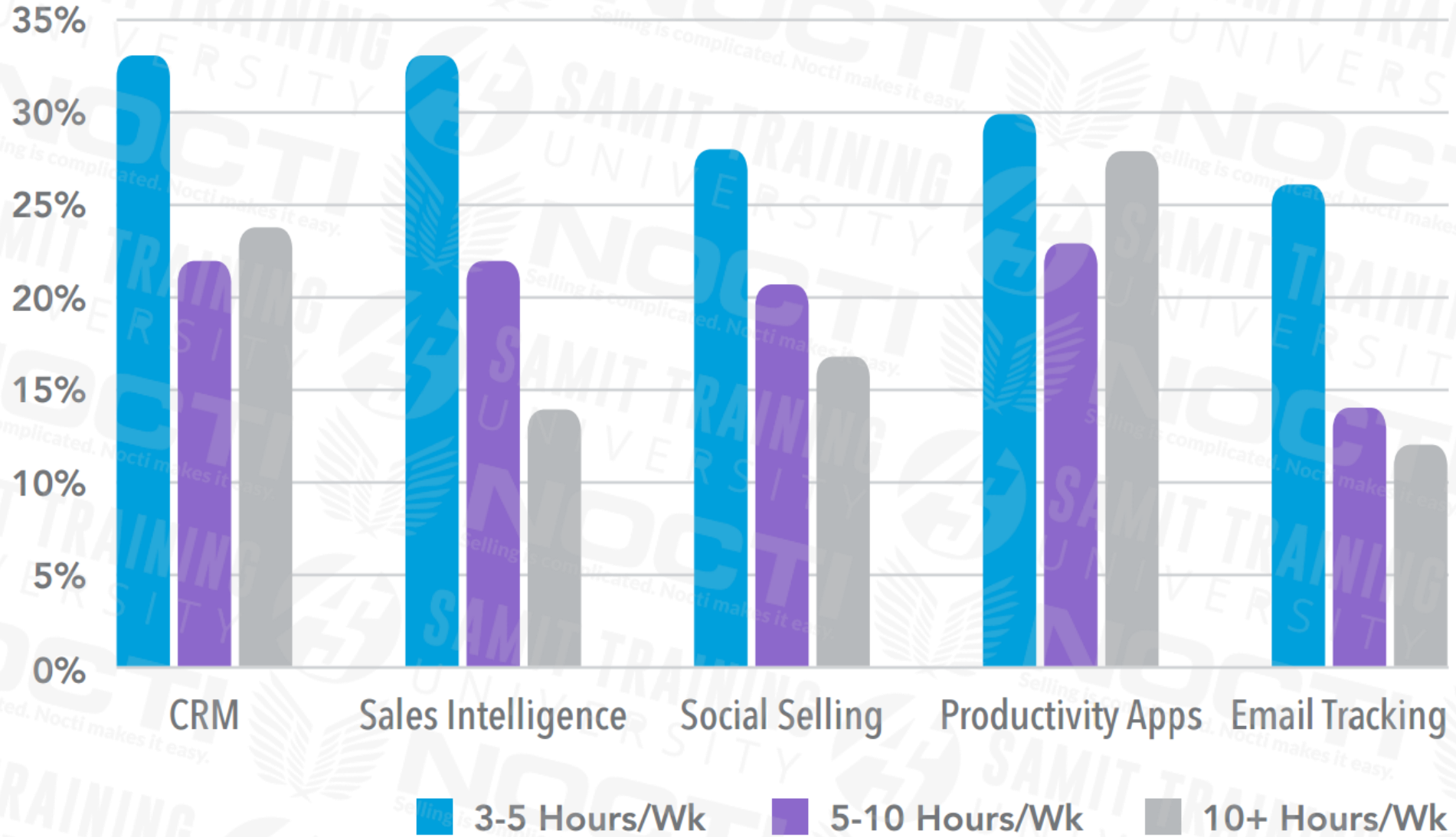


CRM TECHNOLOGY

1

Sales professionals spend the most time using **social selling tools** and **CRM** – and believe both deliver the highest value.

Hours Spent With Each Tool

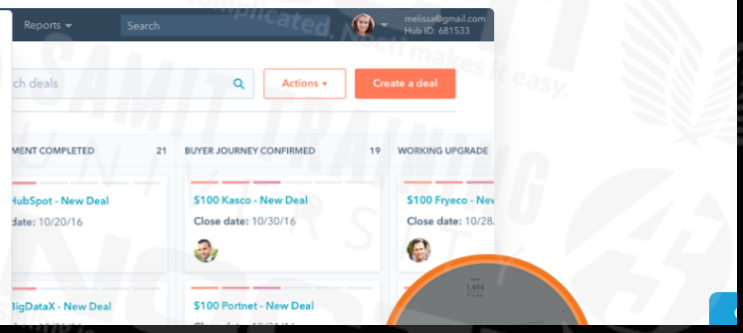


WHY PAY FOR A CRM WHEN THIS ONE IS FREE?

HubSpot CRM is everything you need to organize, track, and nurture your leads and customers. Yes, it's 100% free, forever.

Don't pay for what you won't use. Start using a CRM that's free.

Get everything you need to build relationships with your customers.



HUBSPOT CRM

Everything you need to organize, track, and nurture your leads and customers. Yes, it's 100% free, forever.







HubSpot
CRM




HUBSPOT CRM



Everything you need to organize, track,
and nurture your leads and customers.
Yes, it's 100% free, forever.



 **First name Last name** ⚙️
Job title

Contact is excluded from analytics based on their IP

ABOUT ⚙️
MSCHNITT+SEQUENCES@HUBSPOT.COM

City

Email mschnitt+sequences@h...

HubSpot Owner

First Conversion Request a demo: SFCO...

Mobile Number

Job Title

Lead Source

Lifecycle Stage Evangelist

Number of Conversions 1

[View all properties](#)

SEQUENCES

[New note](#) [Email](#) [Call](#) [+ Log activity](#) [Create task](#) [Schedule](#)

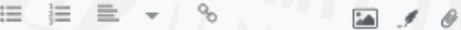
Templates Sequences Documents [Clear](#)

To <mschnitt+sequences@hubspot.com> CC BCC

From **Matt Schnitt** <mschnitt@hubspot.com >





Subject

Start typing to send an email...

B I U 11 Helvetica Neue **A** 

Send email Emails require a subject and a body

[Filter timeline...](#)

- SEPTEMBER 2015**
- No events matching current filters for September 2015
-   You called, but the call failed 08/31/2015 at 3:51 PM
 - AUGUST 2015**
 -  mschnitt+sequences@hubspot.com opened a tracked email **Meeting Request - HubSpot** 08/28/2015 at 10:28 AM
 -  mschnitt+sequences@hubspot.com opened a tracked email 08/26/2015 at 3:18 PM



SOCIAL SELLING

TOP SOCIAL MEDIA

Channels for B2B

facebook

Linked in

twitter



SlideShare



Instagram



Snapchat

2

More than **70%** of sales professionals use **social selling tools**, including LinkedIn, Twitter and Facebook, making them the most widely used sales technology.

Social selling is when salespeople use social media to interact directly with their prospects. Salespeople will provide value by answering prospect questions and offering thoughtful content until the prospect is ready to buy.

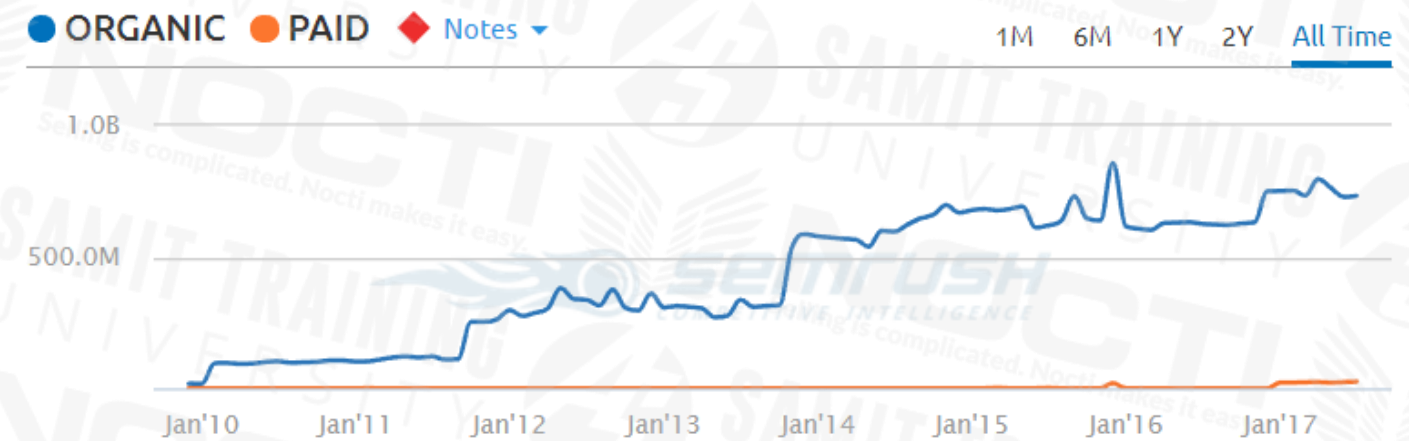


NOCTI
Selling is complicated. Nocti makes it easy.

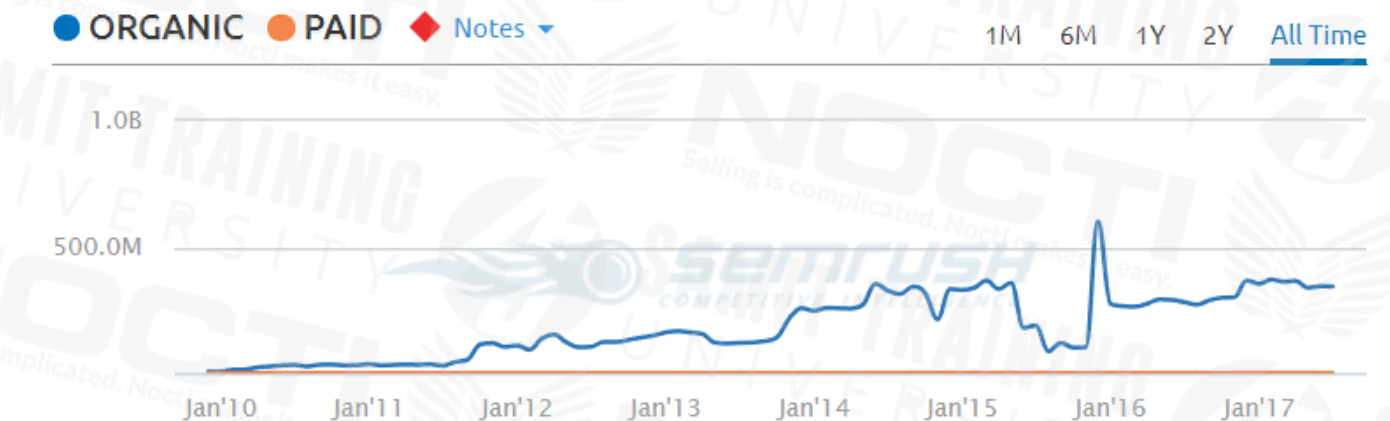
LinkedIn



facebook



twitter



REALITY 5

**75% OF BUYER USE
SOCIAL MEDIA TO
FIND INFORMATION
ON VENDORS**

FUTURE OF SELLING

1830's

1920's

1950's

1990's

2004's

FUTURE



NEWSPAPER



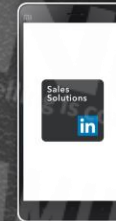
RADIO



TV



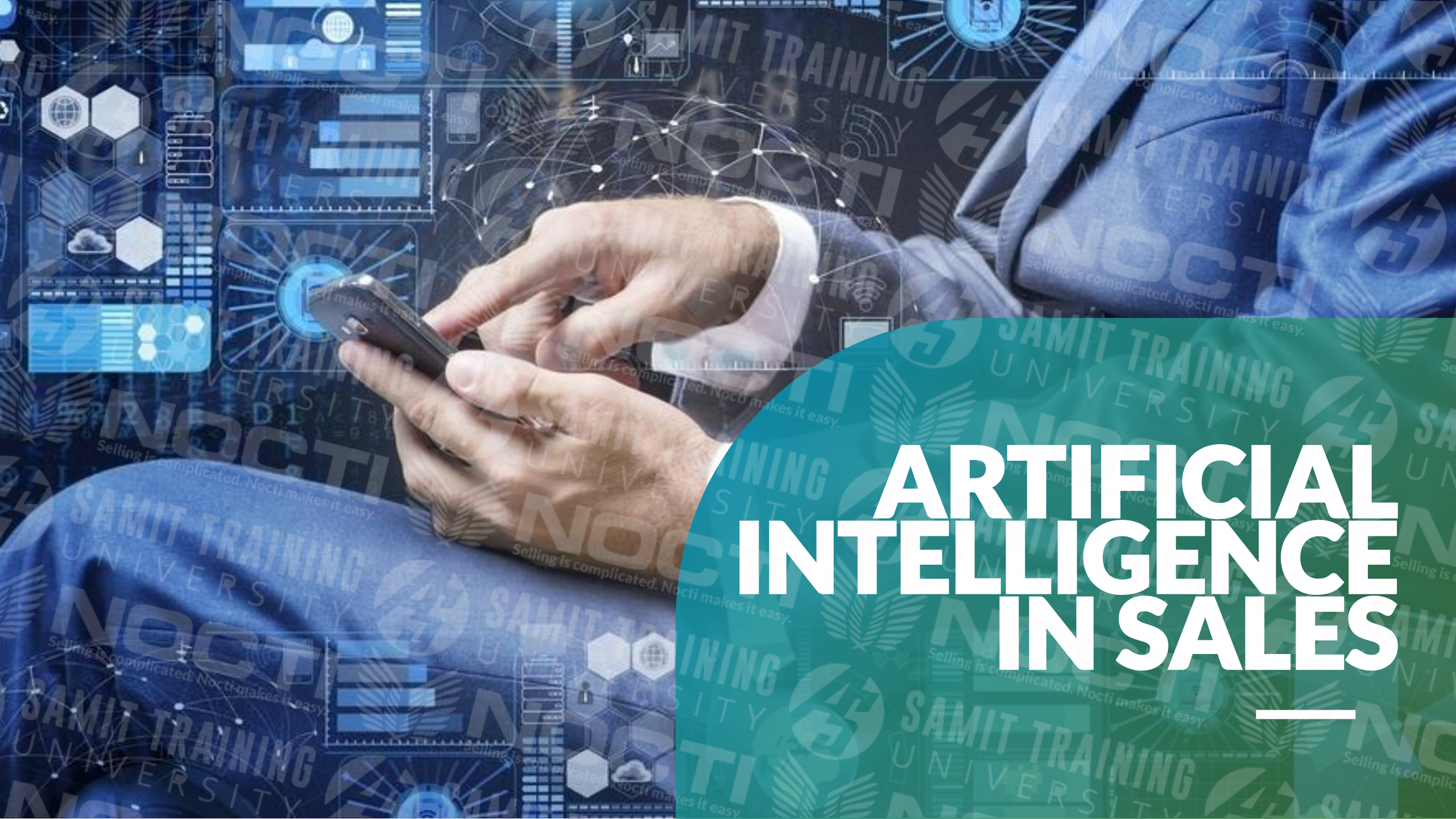
INTERNET



SOCIAL SELLING



A.I. BASED SELLING



ARTIFICIAL INTELLIGENCE IN SALES

Salesperson will be more worried about being replaced by another salesperson who is empowered by intelligence than by a machine

REALITY 6

By 2020, 85 percent of customer interactions will be managed by Artificial Intelligence (AI).

REALITY 7

FOCUSING ON AI-ENABLING SALES TEAM

PersistIQ

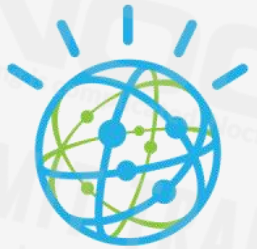
 conversica

ConnectAndSell™
Conversations Matter

DocuSign®

CHIRUS

nudge



IBM Watson



einstein



CallidusCloud®

Crystal 

is. | insidesales.com

ebay





Webinar: AI Powered Sales

How Artificial Intelligence is Driving
Actionable Tactics for Sales Managers

nudge



NUDGE.AI



Nudge plugs into Gmail and shows you comprehensive information on your prospect and their company, including latest news, press hits, and social media posts. Nudge is a great tool for gaining insight into your prospect's behaviors and getting timely updates on the state of the accounts you're trying to close.



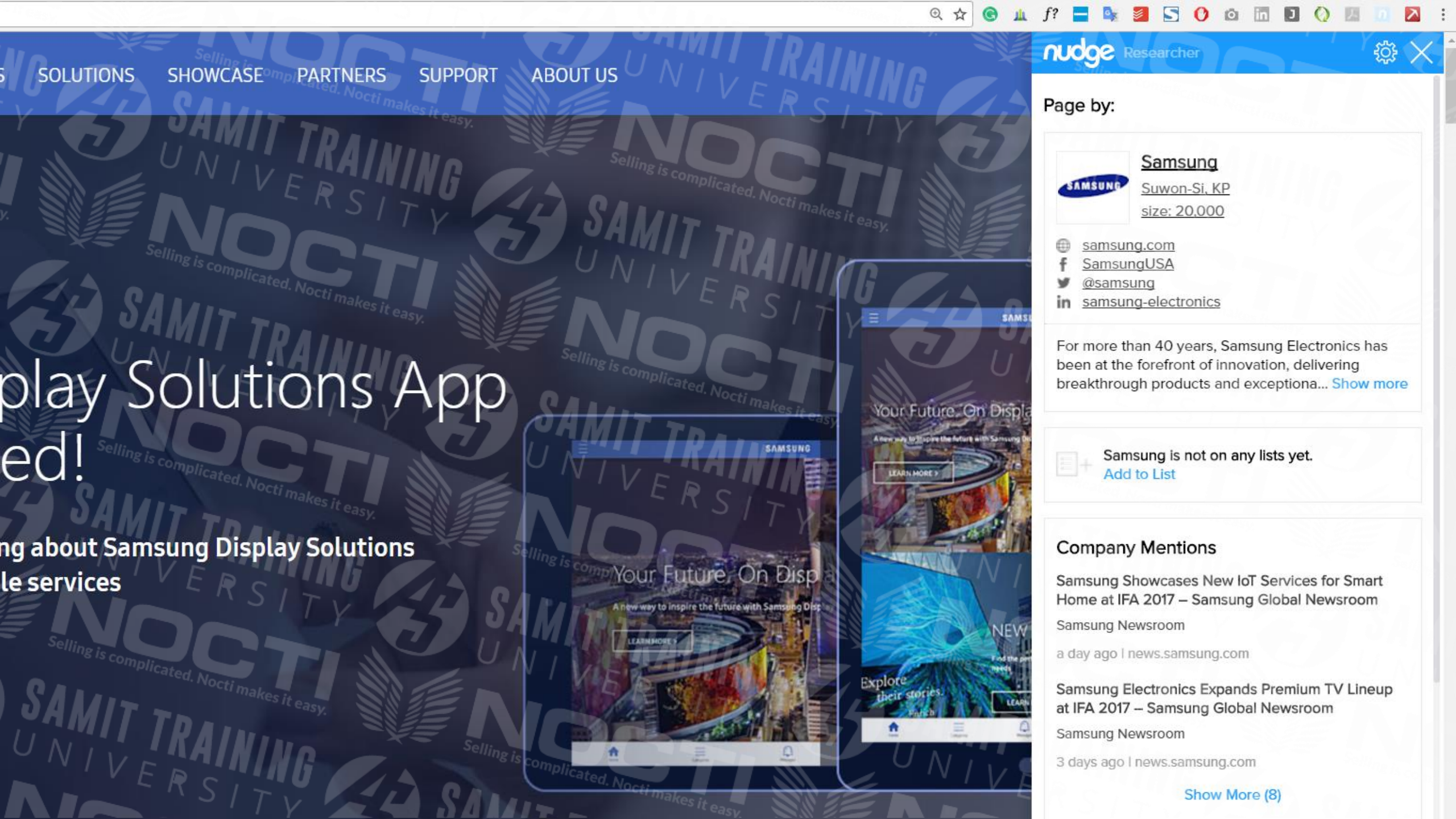


NUDGE.AI



Nudge plugs into Gmail and shows you comprehensive information on your prospect and their company, including latest news, press hits, and social media posts. Nudge is a great tool for gaining insight into your prospect's behaviors and getting timely updates on the state of the accounts you're trying to close.





Play Solutions App

ng about Samsung Display Solutions
le services



Page by:



Samsung
Suwon-Si, KP
size: 20,000

- samsung.com
- [SamsungUSA](https://www.facebook.com/SamsungUSA)
- [@samsung](https://twitter.com/samsung)
- [samsung-electronics](https://www.linkedin.com/company/samsung-electronics)

For more than 40 years, Samsung Electronics has been at the forefront of innovation, delivering breakthrough products and exceptiona... [Show more](#)

Samsung is not on any lists yet.
[Add to List](#)

Company Mentions

Samsung Showcases New IoT Services for Smart Home at IFA 2017 – Samsung Global Newsroom
Samsung Newsroom

a day ago | news.samsung.com

Samsung Electronics Expands Premium TV Lineup at IFA 2017 – Samsung Global Newsroom
Samsung Newsroom

3 days ago | news.samsung.com

[Show More \(8\)](#)



TODAY

Your Network >

To Do

Alerts 3

Meetings 5

Trending Content 32

MY LISTS

Contacts + Create

01 - Prospects 3

02 - Sales Qualified Lead 17

03 - Opportunities 19

04 - Closed / Won 17

05 - Closed / Lost 18

Active Relationships 37

Good Evening, Kevin

Here's what to focus on today...

PERSONAL NEWS & SOCIAL



Scott Ingram

Strategic Account Manager, Relationship One

Lists: 01 - Prospects + 1 more

Inspired Marketing: Polycom's AJ Sedlak on Running...

"... Scott Ingram is no stranger to marketing technology!"

9 days ago | www.relationshipone.com

Ignore

View Profile

Share

COMPANY NEWS & SOCIAL

Baxalta

MURPHY USA

windstream



adil samit
CEO

Profile / Account Info >

Your Nudge Plan >

Email Accounts >

Social Accounts >

Email Preferences >

Contacts >

Companies >

Feed Preferences >

Help

Social Accounts

Connect all your social accounts so you can share content you like from Nudge to build your voice and become a better networker.



Twitter

Connect



Facebook

Connect



LinkedIn

Disconnect

maroc.service@hotmail.fr

LinkedIn Sharing



Auto-schedule Settings

Adjust the delay between posts

Send Window

Weekdays 9am - 5pm

Time Between Posts

15 minutes

Save

**Challenge****Challenge**

Le ministère de la Solidarité, de la Femme, de la Famille et du Casablanca, MA

**LeRelais.ma**

"Le Relais" est un média d'information indépendant et Casablanca, MA

**ADK Media**

HÃ©bergement Web Maroc, ADK Media est une sociÃ©tÃ© El jadida, MA

**I.O.O.R.S. B.V**

Founded in September 2001, IOORS (International Onshore Oud Beijerland, NL-ZH, NL

**SAFIGEC**

SAFIGEC est une sociÃ©tÃ© d'expertise comptable et de Caluire, FR

**JHM Energy Consulting Ltd**

JHM Energy Consulting & Integrated Services Ltd is an Lekki, Lagos, NG

**Shenzhen Guangmai Electronics Co.,Ltd**

Shenzhen Guangmai Electronics Co.,Ltd is a High-Shenzhen, CN-44, CN

**Ding Ding Mobile**

DindDing is a set of mobile phone R & D, Production, SZ, CN-44, CN

**Welldy Technology**

Ozzie is a global well-known high-end mobile digital 深圳市,广东省, CN

**NCOI Opleidingen**

Tijdens deze Open Dag helpen wij u persoonlijk bij het kiezen Hilversum, Hilversum, Noord-holland 1213 Pd, NL

**Pacific Ridge Exploration Ltd (PEX)**

Pacific Ridge is a mineral exploration company. In Vancouver, CA-BC, CA

**Finest Printed Circuit Board Ltd**

IMPCBIIIMS PCBIIFR-4 PCB ProducingIIPrinted Circuit Shenzhen, Guangdong, CN

**Inspiration-Asia 鹰思博投资集团**

Inspiration Group was founded in 2008 through the merger of Shanghai, Shanghai, CN

**Moove Agency Ltd**

Steve Jobs once said, "Design is not just what it looks like and London, GB-LND, GB

**Ipiranga**

Ipiranga is one of the oldest and largest industrial groups in Rio de Janeiro, Rj, BR

**Serpe Insurance Agency****Cothern Computer Systems, Inc.**

Cothern Computer Systems Inc. was founded over thirty years

**Duet Display**

The Plug and Play Display you already have. In the App Store San Francisco. US-CA, US



Shenzhen Guangmai Electronics Co.,Ltd

0 | 0

Bldg. B 5th floor, Jingang Tech Park,
Fuyong Baoan, Shenzhen, CN

gmkjled.com

gmkjled

gmkj

Size: 500

Shenzhen Guangmai Electronics Co.,Ltd is a High-Tech firm founded in 2008 with a mission to be recognized as a world-class High power LED and Integrated High Power LED solution manufacturer in China. We primarily focus on High power LED, Integrated High Power LED modules and High Power LED lighting solutions. With Strong R&D capacity, and year cooperation with the clients from Germany, France and South Africa, Guangmai enjoys a high reputation in the last 6 years, and has a good relation with our clients. Our products also include: High power LED, Integrated high power LED module and LED application products, such as LED High Bay, LED Flood Light, LED Street Light, LED Tri-proof Light, etc. For our LED Lighting division, we provide our global clients with high brightness, Low power consumption, Certified and safe LED lighting solutions for indoor, outdoor and other customized applications. The R&D team is formed by senior engineers specialized in R&D, quality-control and

Add To List

Relationships

All Contacts

News & Social



None of your Collaborators know contacts on this list



Search

nudge

03

Contacts + Create

Active Relationships

Unlisted Contacts

Companies + Create

Active Companies

Collaboration lets you find the strongest path to prospects and key accounts.



Jaxson Khan
Marketing Manager, Nudge

214 /1324

Ignore

Invite

Mar '17 May '17 Jul '17

COMPANY LISTS TO FOLLOW

See news, social updates, and opportunities to reach out by following public lists.

Fortune 500 List

Created by: Rebecca Hall
84 followers



Not Now

Follow

PEOPLE LISTS TO FOLLOW

See news, social updates, and opportunities to reach out by following public lists.

Women in Tech TO

Created by: Anna Mackenzie
61 followers



Not Now

Follow



CRYSTAL KNOWS

It look up a LinkedIn member, it will work out a personality profile Crystal will show you how to personalize your message to them

<http://crystalknows.com>

Communicate better with everyone.

Crystal helps you tailor your emails, meetings, and conversations to anyone's unique personality.

Chris is an outgoing creative influencer who prefers **casual, emotional language**.

Haley is a pragmatic, results-focused achiever and prefers **brief, direct communication**.



GET STARTED FOR FREE

FORTUNE

CNN

WSJ

theguardian

HUFFPOST



Home



My Network



Jobs



Messaging



Notifications



Me



Work

Try Premium for Free

owa MBA. Weekend lectures by US professors.15 years in HK. Ad ...

date

age

Post



Sort by: Top

LinkedIn Mobile +639277500018, Skype dr.marizz.t.ba...

...see more

Ad

Achieve your 2017 business goals with LinkedIn

Create an ad in minutes

Create Ad



About Help Center Privacy & Terms

Advertising Business Services

Get the LinkedIn app More

Visit ReMaTec 2017 - Register for free now and join the Global World of Remanufacturing. Ad ...



Adil Samit

Founder & CEO of 2 Co's | Helping businesses profit from social selling and digital marketing

Education • Ecole de Marketing & Commerce International

Location • Shenzhen City, Guangdong, China • 500+

Experience, including over 8 in online marketing. Specializes in opening new markets and connecting with buyers and traders and manufacturers. As a founder and CEO of Nocti, I develop innovative...

See more

406

Who's viewed your profile

1,914

Views of your post in the feed

Update background photo

Click to see personality



Add new profile section

Edit your public profile

Add profile in another language

Ad

Visit the company page for Abbott!

Adil, Get the latest on Abbott News, Jobs, and More!

[Follow](#)

Time US MBA - University of Iowa MBA. Weekend lectures by US professors.15 years in HK. Ad ...



Update background photo

[Add new profile section](#)

[Edit your public profile](#)

[Add profile in another language](#)

Ads You May Be Interested In

Want to be a CEO?
The Future CEO program helps you make the right connections enquire now!

Top Part-Time US MBA
University of Iowa MBA. Weekend lectures by US professors. 15 years in HK.

Freelancer Payments
Everything you need to pay & manage your freelancers. Get started for Free!

Adil Samit

& CEO of 2 Co's | Helping businesses profit from social selling and digital marketing

• Ecole de Marketing & Commerce International

Shenzhen City, Guangdong, China • 500+

Including over 8 in online marketing. Specializes in opening new markets and partners and manufacturers.As a founder and CEO of Nocti, I develop innovativ...

[See more](#)

400 Who's viewed your profile

1,914 Views of your post in the feed

35% CONFIDENCE

Adil is direct, task-focused, fast-paced, appreciates independence from structure.

COMPETITIVE **ASSERTIVE**

STRATEGIC

Quick Tip: Move quickly, but be precise.

[VIEW FULL PROFILE](#)



UPGRADE FOR ACCESS

- Use our **email coach** for real-time language suggestions in Gmail.

Time US MBA - University of Iowa MBA. Weekend lectures by US professors.15 years in HK. Ad ...



Adil Samit

& CEO of 2 Co's | Helping businesses profit from social selling and digital marketing

• Ecole de Marketing & Commerce International
 hen City, Guangdong, China • 500+ &

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UPGRADE FOR ACCESS

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 **Adil Samit**
Chief Executive Officer at NOCTI GROUP | [Report Duplicate](#) | [Save as Contact](#)

Adil is direct, task-focused, fast-paced, and appreciates independence from structure.

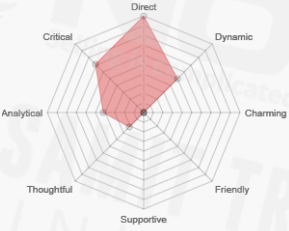
Quick Tip: Challenge ideas and assert yourself.
Disc type:

Overview

COMPETITIVE **ASSERTIVE** **STRATEGIC**

It comes naturally to Adil to...

Have high expectations Let others know when they aren't performing
Be frustrated if someone is late to a meeting



CRYSTAL KNOWS

crystalknows.com/p/3934287

Email Templates & Coaching

Learn how to send effective emails to Adil in any situation.

Email: Price concerns

Price concerns

Approach Adil **directly**, without incorporating too many details. Pose a **straightforward question**, and one that only requires a 'yes' or 'no' answer.

Subject:

Price concerns

Body:

Adil,

Your concern over our rates is very important to us, but we are confident you will be pleased with the ROI and the quality of our services.

I would love to discuss this issue further to see if we can come up with a solution. Can you talk later this week?

-[Your Name]

Asking for 10 minutes

elon.musk@spacex.com

Asking for 10 minutes

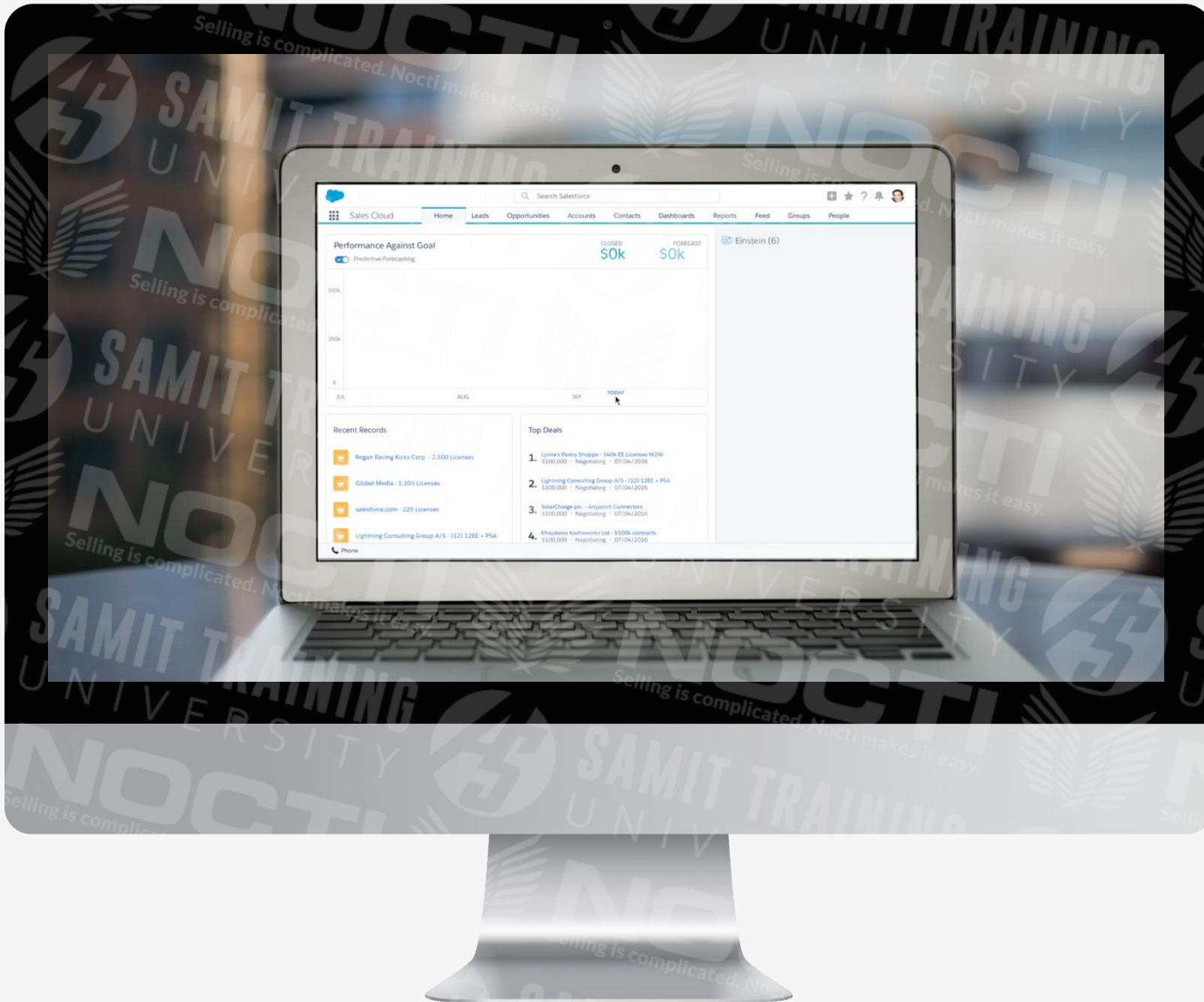
Hi Elon,

It was nice meeting you yesterday at the SpaceX presentation. I'm emailing you to ask for your input on an idea I'm developing. Your expertise and unique perspective would be helpful in deciding if this idea has legs.

I know you're busy, but if you have 10 minutes to talk through the idea I'd be hugely grateful. I'm available anytime next week and I would love to meet you at the SpaceX office if that's most convenient.

Thank you





SALESFORCE EINSTEIN

AI is the next great technology disruption transforming how we live and work, and Salesforce Einstein is the first comprehensive AI platform for CRM

Lightning Sales Co... Leads Cindy Cent... Keli Chan... Bettina Sw... Sarah Parker... Guy Bohan... Riley Sh... Lightning 1...

Search Salesforce

Lightning Sales Co... Leads

Working Archived Converted

Status: Working Mark Status as

We found no potential duplicates of this lead.

ACTIVITY CHATTER DETAILS

Log a Call Email New Task New Event

Subject Call

Filter Timeline

Next Steps

Follow-up Call with Ron
Meeting to discuss the deal details after he has had a chance to talk to leadership

Past Activity

Call
Great initial call with Ron today. He agreed to have a follow-up call next week.

Auto-log End Call

1:48 History Notes

Einstein

92 Lead Score

TOP PREDICTIVE FACTORS

- Phone Number is Valid
- Title is Director
- Downloaded White Paper
- Interest in Cloud Manager
- Incomplete Free Trial For

Form Success
Landing Page: Expense Management White Paper (Version B)

Tracked Link Clicked
Custom Redirect: Paid Social Post
Link: <http://lenovo.com>

• First | Showing 1-5 | Previous 5 | Next 5 •

Order Category Score (Lead) (2)

Ron Abelin

+ Follow

Edit Send Engage Email Add to Nurture List

Title Director

Company Presidio Tech

Phone (337) 555-9136

Email ron.abelin@presidio.com

Phone

Ron Abelin Director • Presidio Tech 1:48

Enter extension...

Call Notes - Ron Abelin

-Strong Competition from Warren-Lederman
-Project has been in the works for several years
-CIO is in alignment on switching vendors

Auto-log

End Call

1:48 History Notes

Working

Archived

Converted

Status: Working

We found no potential duplicates of this lead.

ACTIVITY CHATTER DETAILS

Log a Call Email New Task New Event

Subject

Call

Filter Timeline

Next Steps

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Form Success
Landing Page: Expense Management White Paper (Version B)

Tracked Link Clicked
Custom Redirect: Paid Social Post
Link: <http://lenovo.com>

• First | Showing 1-5 | Previous 5 | Next 5 •

Order Category Score (Lead) (2)

Financial Services C... Home Chatter Accounts Contacts Engage Alerts Financial Accounts

SEARCH SALESFORCE

OPPORTUNITY
Jim Chapman - Estate Planning

Account Name: Adams Trust | Close Date: 4/10/2017 | Amount: 53,000.00 | Opportunity Owner: Yvette David...

Prospecting | Qualification | Needs Analysis | Value Proposition | Id. Decision

ACTIVITY | CHATTER | DETAILS

New Event | New Task

Subject

Filter Timeline

Next Steps More Steps

- Confirm Lunch With Jim
Name: Jim Chapman
- Follow Up on Voicemail - Estate Planning
Location: Americano | Start: 3/17/2017 12:00 PM | End: 3/17/2017 1:00 PM

Past Activity

- Lunch?
Hi Jim, It's been a while since we last spoke. I have a table at Americano tomorrow at noon. Are you free for lunch? Best, Yvette
Name: Jim Chapman
- Estate Planning Goals
Hi Jim, Would love to chat about your Estate Planning goals. Free to chat this week?
Name: Jim Chapman

Review Closed

Einstein

Competitor was mentioned

- What supports this insight?
Jim Harrison mentioned Lifetime Investments.
- Related email - 4 days ago
RE:Solutions
"we are currently evaluating other options from Lifetime Investr

Send Email

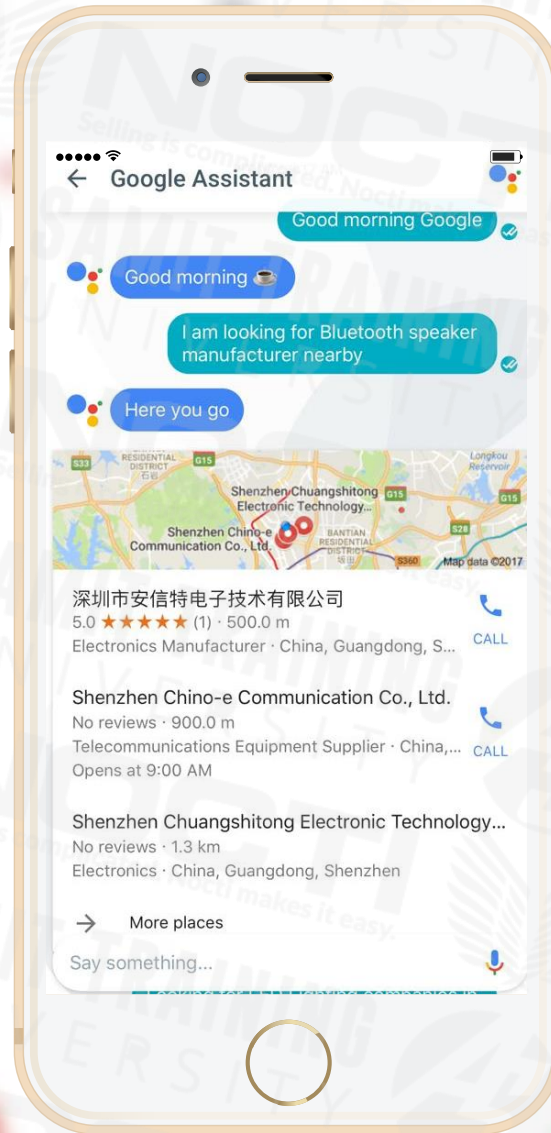
Opportunity slowing

Latest Activity - 9 days ago
Meeting Cancellation
"Hi Yvette, I need to cancel our meeting today"

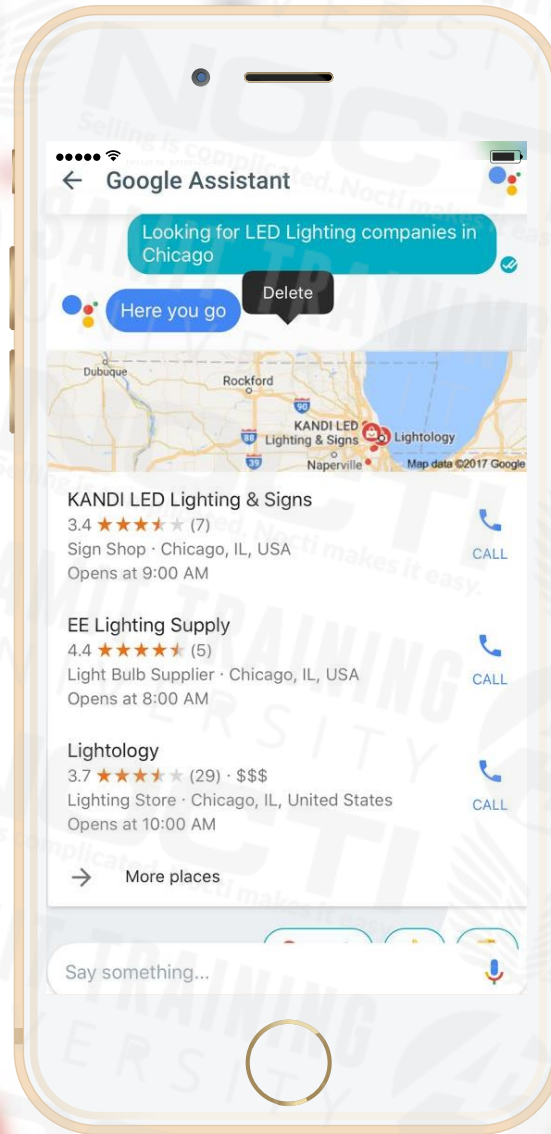
Send Email



Google Assistant



Google Assistant





Thank You

For Your Attention

