

Company Info

B2B Software company specializing in marketing automation and email marketing. They have start ups, pre-seed, Series A and Fortune 500 companies using their service.

What challenges was the company looking to overcome in using SelfDisrpt?

The B2B SaaS company was looking to increase the number of leads coming in as well as increase the meetings with their ICP.

How did SelfDisrpt help solve this problem?

20+ Sales reps were onboarded with SelfDisrpt and began running outreach campaigns on LinkedIn. Within 30 days, most of the sales reps were averaging 5-8 qualified meetings per day. SelfDisrpt helped each rep set up their campaign to optimize their results.

What were the results of this campaign?

SelfDisrpt helped to grow each users meeting count by 36%. accomplishing their goal of increasing lead flow and having more qualified meetings. Before SelfDisrpt, reps were setting 25 meetings per month. Through the use of SelfDisrpt, this was increased to 40+ meetings per month.

On Average

36%

increase in monthly meetings booked per rep

SelfDisrpt also helped generate an additional **15 meetings per month, per rep.**

Company Info

An emerging tech engineering venture studio focused on empowering entrepreneurs to solve real problems and accelerate growth. They help entrepreneurs excel through technology, strategy and GTM execution.

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M&A TRANSACTIONS

Since using SelfDisrpt

SelfDisrpt helped raise
\$50+ million dollars

What challenges was the company looking to overcome in using SelfDisrpt?

This Venture Studio was interested in raising capital, meeting new founders and finding emerging businesses to have on their radar for acquisitions. They also wanted to find a CEO for one of their portfolio companies.

How did SelfDisrpt help solve this problem?

3 Managing Partners were onboarded with SelfDisrpt and adjusted their recruiting process away from using LinkedIn Recruiter. We implemented various industries and ICP targets into multiple campaigns to help scale their outreach efforts, rather than sorting through candidate companies one by one.

What were the results of this campaign?

This venture studio completed 6 M&A transactions, raised over \$50 million dollars in capital and recruited 2 CEOs for their portfolio companies.

Company Info

Consulting firm specializing in Fractional CRO / CFO services and start up consulting. They support clients across a variety of industries, helping solve their complex problems.

200%

increase in monthly
retainer business

Went from \$10,000 in
retainers to **\$30,000** in
less than 30 days.

What challenges was the company looking to overcome in using SelfDisrpt?

Automate their sales outreach efforts, help systemitize their approach and refine their outreach messaging to convert more opportunities.

How did SelfDisrpt help solve this problem?

One on one onboarding session helping with profile optimization, campaign strategy and messaging and finally content best practices. Within the first 2 weeks of using SelfDisrpt he was seeing 2x the amount meetings booked with the correct ICP.

What were the results of this campaign?

He achieved a 200% increase in his monthly retainers, filled his pipeline with over 30 qualified prospects and was averaging 2 new meetings a day.

Company Info

This transportation as a service company aims to create scalable transportation solutions that solve the challenges and complexities of common ridesharing by curating a passenger experience that improves every community they join by reducing carbon emissions.

EXPANDED INTO

4

MAJOR MARKETS

Since using SelfDisrpt
(Miami, Las Vegas,
Los Angeles, New York)

Closed large partnership
deal valued at **\$3 million** in
annual revenue in new business

What challenges was the company looking to overcome in using SelfDisrpt?

The company was looking to increase their footprint by expanding into new markets. The goal was to set up introduction calls and demo calls with their ICP in the new target markets.

How did SelfDisrpt help solve this problem?

SelfDisrpt onboarded their founder and 3 business development directors, helped identify their ICP in each market and catered campaign and messaging to each market per person.

What were the results of this campaign?

Using SelfDisrpt the company expanded into 4 new markets and closed a deal with a major partner adding over \$3 million dollars in annual revenue.

Company Info

Photographer specializing in headshots, corporate group headshots, linkedin intro videos and expression coaching.

4x

revenue increase
since using SelfDisrpt

SelfDisrpt helped him grow his business from a 6 figure to a 7 figure business in less than 12 months.

What challenges was the company looking to overcome in using SelfDisrpt?

He wanted to grow his footprint in his local market as well as land more corporate group headshot opportunities.

How did SelfDisrpt help solve this problem?

SelfDisrpt onboarded him and helped curate his campaign messaging, helped identify his target audience and advised him on a content strategy to maximize his efforts on LinkedIn. Within the first 60 days he landed 10 new deals and was having 2-3 qualified calls a day.

What were the results of this campaign?

4x his annual business, landed business out of state and also began to expand his bench of photographers to help with bandwidth.