Elative Solutions OÜ Shares Lead Generation And Sales Checklist

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Tallinn, Estonia based digital marketing firm Elative Solutions OÜ is reaching out to the wider community to share their lead generation and sales checklist. The company specializes in driving traffic to websites and then optimizing conversion rates. They help renewable businesses and sustainable brands create scalable growth with digital marketing, copywriting and content creation.

Through their website, Elative Solutions OÜ shares a checklist that they say will help businesses see if they have a proven and scalable way to attract new leads. According to the company, the checklist represents the minimum requirements needed to successfully scale a business? return on investment (ROI) with digital marketing.

The first set of questions in the checklist looks into scalable marketing and sales processes. These questions explore whether the company's copy goes through a validation process with their intended audience and whether the company has a way of automatically filtering and funnelling new leads with the most significant buying potential to their sales process.

The second area at which Elative Solutions OÜ looks at is Facebook Advertising, which they consider an important part of modern online marketing. The first question asked by the company is whether businesses have an iterative optimization process in place to improve the scalability of their Facebook ads. Then, the company asks if the Facebook ad copy has been tested in real-world sales settings and whether a business knows the exact ROI value of their Facebook ad campaigns.

The checklist then takes a look at factors concerning email marketing, looking into whether newly subscribed leads are automatically and immediately followed up, whether subscribers receive valuable non-gated content at least once a week and whether a business? email marketing strategy is tied to an annual revenue target. They also check whether it includes 30-day and 90-day promotional calendars with proven winners.

Finally, Elative Solutions OÜ looks at a critical component of all digital media marketing: search engine optimization (SEO). The checklist asks whether a business? Google My Business is profile claimed and optimized, whether the business has a list of keywords that they can best rank for on Google as well as a monthly plan in place to increase organic traffic and whether the business is using press releases to boost their search engine rankings.

Matey E., Founder and CEO of Marketing Strategy of Elative Solutions OÜ, says, ?If you or your business wants to create a more sustainable future for yourself, digital marketing is very important. As such, having effective and efficient lead generation and sales methods should be quite high on your list of priorities. At Elative Solutions, we are here to help you with that. We can spread your message and scale your business to ensure that you can reach as large an audience as is possible. Conduct an audit into your current digital marketing plan, see what?s missing, and we can help fill in those gaps.?

Elative Solutions OÜ is proud to say that they have been providing their services to a wide variety of clients, from innovative green tech companies dedicated to eliminating pollution to educational initiatives concerned with taking care of our environment. The company states that it is their mission to provide marketing and growth-hacking solutions for businesses in the sustainability market. Matey E. says, ?What we specialize in is focusing on the essential solutions that will create the most significant growth in the shortest amount of time possible, always keeping our clients? specific needs and goals in mind. We want to help make the world a better place because we believe that everyone deserves to live an extraordinary life, and so far, we are proud to say that we have done a fair amount towards that goal.?

Interested parties are encouraged to directly get in touch with Matey E via phone or email. Alternatively, the company can also be reached through the contact form on their website. Elative Solutions OÜ?s new website is live for those who want to learn more about the company and their services at their own pace. In addition to

their website, Elative Solutions OÜ maintains a page on Facebook where they frequently post updates, share media and communicate with their clients.

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Elative Solutions OÜ

We help clean-tech scale-ups, renewable businesses, and sustainable brands to consistently and predictably acquire and convert new leads, by building awareness, interest, and trust with niche dominating visibility.

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