

Tracking Down Decision Makers for Large Companies

Getting past the Gate Keeper?

Ask for a department to find a warm transfer.

Sales Department is your best chance for a possible contact.

You can also try Customer Service, Accounting, etc...

When you get a live person on the phone:

Can you please tell me who is the person responsible for researching for the company?

Reaching Contact:

Introduce yourself. I was advised you are the person who is responsible for researching ... for the company. Is that correct?

If no...I'm sorry to bother you, then who would that person be please?

If yes... I'd like to request the courtesy of your time to research what we have to offer in that area. I believe it could be of value to your company. (Stop talking, wait for their response.)

If they know who but are responsible for screening calls. I appreciated that. I wouldn't want you to step out of that purpose. My purpose is to network our services with those who can benefit from their use. I believe it could be of value to your company. Would you be willing to help me to get my information into the right hands?

Try to turn this person into the messenger.

Try to get their email and the email of the decision maker.