

Market research - Case Study



Description & Tasks

B2B outbound calling via native-speaking professionals who perfectly understand the local language & business culture, which results in increased conversion rates & higher productivity for completed surveys.

Native mystery shopping for a premium tire marketing surveyor means calling retail shops which sell the tire products of a major OEM. The aim is to find out resale prices, the reseller's knowledge about the product, buyer feedback, competition pricing, etc.



Segment

B2B



Database

1000



Services

Native Mystery Shopping



Headcount

61 agents



Languages

DE, BS, BE, BG, CH, CZ, DK, ES, FI, FR, EN, EL, HR, HU, IT, NL, NO, PL, PT, RO, SR, SV, SL, SK, TR

Achievement

25% increase in sales.



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