

Concept.

Media Kit

About Us

Concept is a B2B lead generation agency that has focused on building, developing, and growing our clients' sales pipelines for over 20 years. Through multi-channel lead generation solutions, such as outbound prospecting and appointment setting, CRM consulting (HubSpot and Salesforce), and digital marketing services, we help our clients grow.

Our mission is simple – to delight our customers and have a positive impact on all. That, combined with our values, reliability, resiliency, ownership, and teamwork, drives our team every day.



Our Services

Appointment Setting

Our appointment setting service ensures that our client's calendar is full of qualified leads. We handle scheduling and follow-up with ideal leads, so our clients can focus on closing the deal.

Marketing

Our full-service marketing agency develops strategies that drive lead generation, brand awareness, and content that prospects are searching for. Our team, consisting of specialized professionals, works together to deliver a knockout experience.

HubSpot Consulting

As a Platinum Tier HubSpot Solutions Partner, our CRM team offers expert consulting and support services to help businesses assess, customize, and integrate their Hub.

Salesforce Consulting

We are a Salesforce Certified Partner with over 15 certifications. Our CRM team is here to offer consulting and support services to help our clients set up, customize, integrate, and optimize their Salesforce instance.



Meet Our Team



Dan Harsh
Founder & Chief Executive Officer



Jeff Harsh
President & Chief Revenue Officer



Lauren Kornitsky
Director, Client Onboarding



Joseph Stephan
Vice President, Operations



Jared Soell
Director, CRM Agency



Tangee Whapham
Director, Digital Marketing Agency



Jason Wisener
Director, Sales Development Operations



Jerrod Workman
Vice President, Finance and Administration



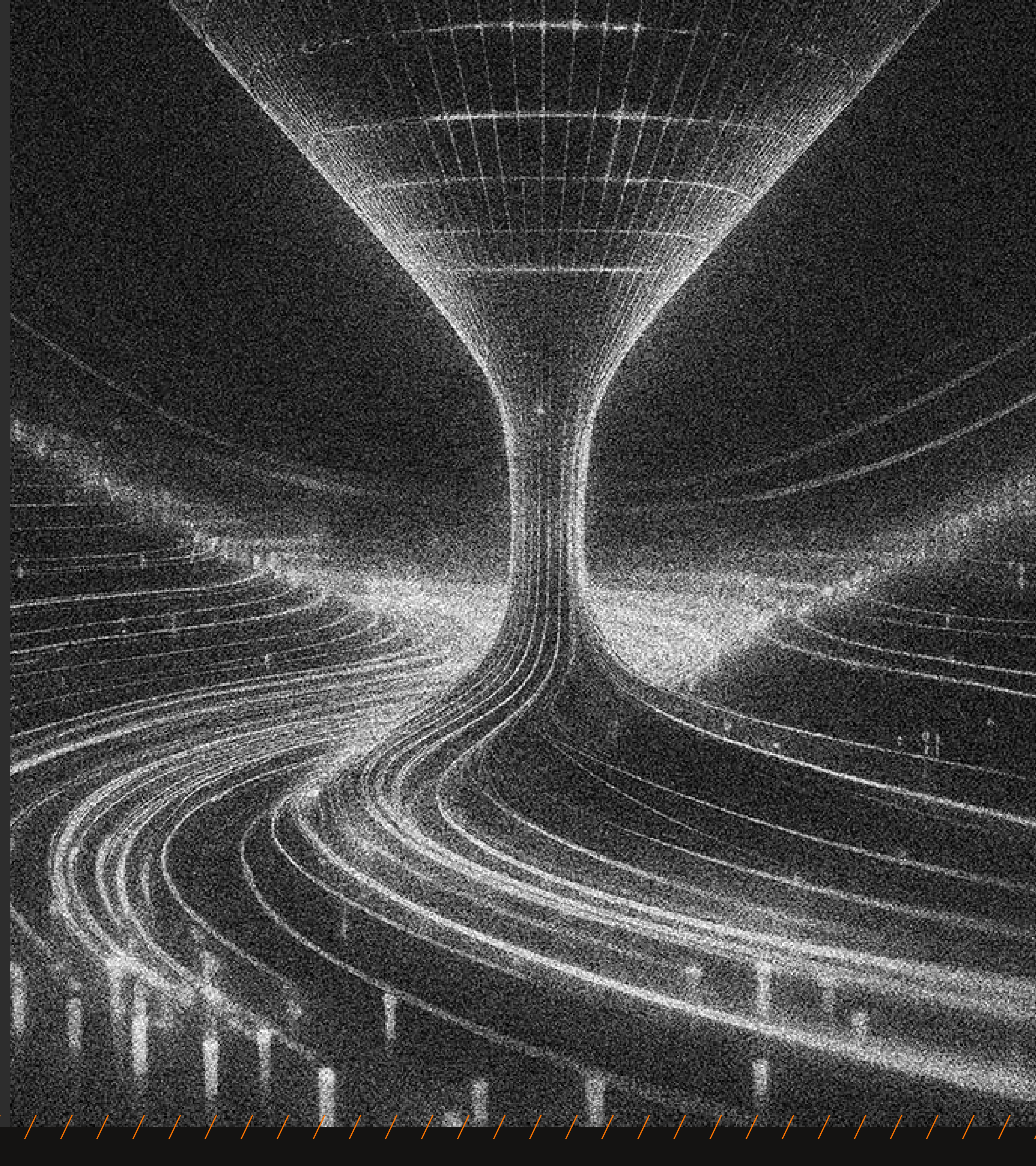
Industry Focus

While our expert team can handle any industry, we have a special skillset for the capital equipment, construction equipment, material handling, and supply chain and logistics industries.

Case Study

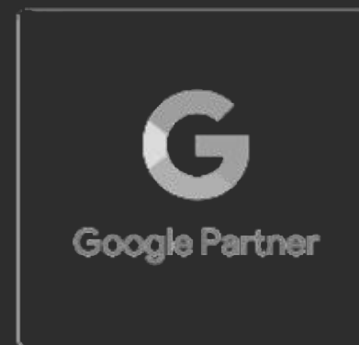
Read how Concept worked with JCB to overcome dealer network lead generation management and brand awareness challenges with an outreach sales strategy that leveraged outbound calls and emails.

[Check it Out](#)



Our Technology Partners

We proudly partner and have experience integrating additional solution providers to help our clients reach their business needs.



Awards & Recognition



Contact Us

Contact Information

Email: marketing@conceptltd.com

