

Callbox DataMiner

Your Gateway to a Goldmine of Business Contact Data

What is Callbox Dataminer?

Callbox launched the Dataminer to provide its clients easy access to people and information they need to run targeted sales and marketing campaigns.



CONTACT DATA

Gain free access to Callbox's worldwide database of over 50 million business records.



TARGET LISTS

Build targeted lists of up-to-date business contacts.



WARM LEADS

Identify leads that are likely to respond to certain offers or buy a specific product.

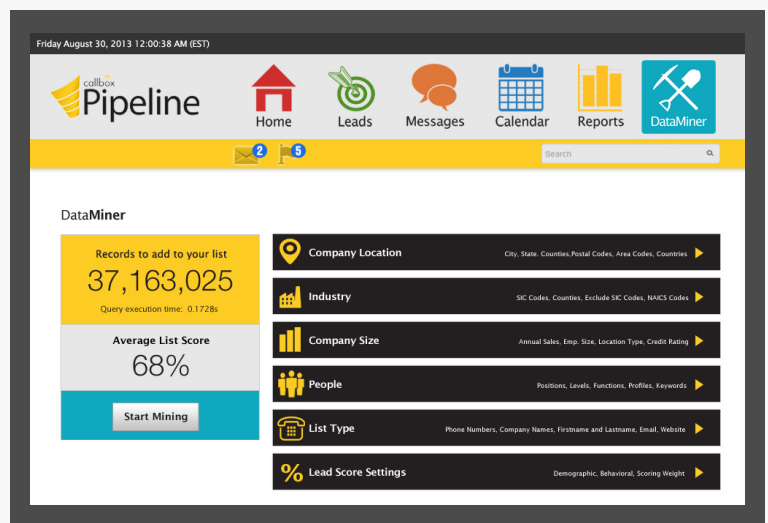


MARKET TRENDS

Analyze / predict market patterns and trends based on actual data.

How It Works

As a Callbox Client, you can access the Dataminer in the Callbox Pipeline using your provided user name and password. To extract data, you need to choose the filtering criteria first, by filling out the required data fields in each main category with the corresponding values. Once done, you can start the mining / extraction process by clicking Publish. The system will then generate entries that match your specifications based on the filters you created. You can further refine your list by narrowing your search criteria using more specific parameters.



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callbox Pipeline Home Leads Messages Calendar Reports DataMiner

2 5 Search

DataMiner

Records to add to your list
37,163,025
Query execution time: 0.1728s

Average List Score
68%

Start Mining

- Company Location: City, State, Counties, Postal Codes, Area Codes, Countries
- Industry: SIC Codes, Counties, Exclude SIC Codes, NAICS Codes
- Company Size: Annual Sales, Emp. Size, Location Type, Credit Rating
- People: Positions, Levels, Functions, Profiles, Keywords
- List Type: Phone Numbers, Company Names, Firstname and Lastname, Email, Website
- Lead Score Settings: Demographic, Behavioral, Scoring Weight

6 Steps to Filtering Your List with Callbox DataMiner

Step 1: Company Location

Filter results based on your target company location(s) by specifying countries, cities/states, counties, postal codes, and area codes.

The 'Company Location' interface features a dark header with a location pin icon and the title 'Company Location'. Below the header, there are several input fields: 'Country' (a dropdown menu set to 'United States'), 'Cities' (a text input), 'States' (a text input set to 'California'), 'Counties' (a text input), 'Postal Codes' (a text input), and 'Area Codes' (a text input). At the bottom right, there is a button labeled 'Update Record Count'.

Step 2: Industry

Search companies within your target industries by specifying SIC and NAICS codes you want included in or excluded from your list.

The 'Industry' interface has a dark header with a factory icon and the title 'Industry'. It includes two radio buttons: 'SIC Search by Keywords' (selected) and 'SIC Search Major Groups'. Under 'SIC Search by Keywords', there is a search input field containing 'Medical'. Below this is a 'Select all' checkbox and a list of SIC codes with checkboxes: 'Measuring, Analyzing, And Controlling Instruments, Photographic, Medical And Optical Goods, Watches And Clocks [38]', 'Surgical, Medical, And Dental Instruments And [384]', 'Accident And Health Insurance And Medical [632]', 'Atomizers, Medical [38429902]', 'Audiological Equipment, Electromedical [38450101]', 'Books-Medical [594210]', and 'Bronchoscopes, Electromedical [38450103]'. An 'Add SIC Codes' button is positioned below the list. There are two text input fields for 'Selected SIC Codes' (containing '632; 632; 38450101; 594210; 38450103; 38410203') and 'Exclude SIC Codes'. At the bottom, there is a 'NAICS Codes' input field and an 'Update Record Count' button.

Step 3: Company Size

Filter companies based on number of employees, annual sales, location type (Single Area, Branch, Headquarters, or Subsidiary), and property area.

The 'Company Size' filter interface includes the following sections:

- Enter Annual Sales in US\$ Million:** A text input field followed by a dropdown menu set to 'and above' and another text input field. Below it is a checkbox for 'Include Unknown'.
- Employee Size:** A text input field followed by a dropdown menu and another text input field. Below it is a checkbox for 'Include Unknown'.
- Location Type:** A list of options: Single Location, Branch, Headquarters, Subsidiary, and Unknown. Each has an 'Include' radio button (selected) and an 'Exclude' radio button.
- Property Area:** A list of ranges: 0-2499, 2500-9999, 10000-39999, 40k+, and Unknown. Each has an 'Include' radio button (selected) and an 'Exclude' radio button.
- Update Record Count:** A button at the bottom center.

Step 4: People

Target contacts and decision makers based on professional functions (Business Development, Customer Service, Human Resources, etc.) and levels (C-level, Director, Manager, etc.), or search position by keywords.

The 'People' filter interface includes the following sections:

- Select by Positions:**
 - Functions:** A list of checkboxes for Administration, Board Member, Business Development, CEO/President/Owner, Customer Service, Education, and Engineering. Includes 'Select all' and 'Include Unknown' checkboxes.
 - Levels:** A list of checkboxes for Administration, Board Member, Business Development, CEO/President/Owner, Customer Service, Education, and Engineering. Includes 'Select all' and 'Include Unknown' checkboxes.
- Or Search Position by keywords:** A search input field with a 'Select all' checkbox below it.
- Add Keyword:** A button.
- Position by keywords:** A text input field.
- Update Record Count:** A button at the bottom center.

Step 5: List Type

Building a telemarketing or an email list? Just indicate the type of information you want included in your results: first and last names, phone, email, website, fax, etc.

List Type Phone Numbers, Company Names, Firstname and Lastname, Email, Website

Records must have:

- fax
- position
- website
- with email
- first name and last name

Other options:

- Unique phone numbers
- Unique Company Names

Update Record Count

Step 6: Lead Score Settings

To increase your chances of generating targeted lists, you can assign scores to specific parameters you want the system to put more weight on -- demographic (job title, address, company size, etc.) or behavioral (web visits, purchase history, etc.).

% Lead Score Settings Demographic, Behavioral, Scoring Weight

Demographic

Contact	10	Website	10
Job Title	10	Industry	10
Address	10	Location	10
Email	10	Annual Revenue	10
Direct/Mobile	10	Employee Size	10

Points Left

Behavioral

Email	50	Call Result	50
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Points Left

Scoring Weight

Demographic	50	Behavioral	50
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Points Left

Update List Score

Get in touch with us!

call

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