

LEAD GENERATION — TRAVEL TECHNOLOGY

How Nezasa booked 369 meetings in 12 months across Europe

Nezasa had ambitious sales targets but no team to convert leads. Their ICP spanned multiple geographies requiring English and German outreach across Switzerland, Portugal, and the wider DACH region.

369

MEETINGS IN 12 MONTHS

9

DAYS TO FIRST MEETING

15

MEETINGS IN FIRST WEEK

WHAT WE BUILT

Marketing Collaboration

Close partnership with Nezasa's internal marketing team for aligned messaging and pipeline.

DACH Specialist

German-speaking SDR for native-language outreach across the DACH region.

Consistent Pipeline

15 meetings in the first week, sustained over a 12-month engagement.

Multi-Geo Outreach

Campaigns spanning Switzerland, Portugal, and broader European markets.

"They quickly understood the nuances of the travel tech industry, our USPs and how to effectively communicate these to our target audience."

Richard Brooks, COO, Nezasa

Need multi-language pipeline?

Let's talk about what ORRJO can do for your business.

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