

How AddressGrabber helps Account Executives gain more Business Development Time



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AddressGrabber Software is very effective, efficient and easy to use. I use it to completely automate my lead data-entry tasks. Now I am getting more time to focus on new business development.

Truthfully, it's the best \$69 I have ever spent in my life!!

Thomas J. Migliore is a Senior Account Executive in the Multinational Mass Media & Legal Information Business. He works with corporate legal departments of all sizes across the United States.

Being an Account Executive, Thomas would have a list of thousand companies to prospect. He would research about each company from various sources and get the contact information of people, who are particularly working in the Account Legal department.

Once he is done with the research, **he would manually type in the contact information of multiple prospects** in the ACT! CRM, which enabled him to keep a track of client and prospect details in a single place.

During the process, Thomas encountered two problems:

- Manual data entry in ACT! database took a tremendous amount of time
- Duplicate records were created in the database

AddressGrabber software was the only solution found online, which not only automated contact data-entry but also maintained a duplicate-free ACT! database.

In his own words:

"We did not really have a centralized database of contact information so I was always looking for various sources such as company names and contact lists to get the prospect names within those companies.

It was very difficult gathering information about an account or a prospect. I wanted to save prospects' complete information but data entry one by one was extremely time consuming because quite frankly I don't type very well. When I researched for a solution to overcome the data entry problems, I came across AddressGrabber software.

An idea that within 2 clicks, I can enter a prospect data in 10 seconds compared to 2 minutes of what it took earlier seemed amazing - it's just a huge timesaver, considering I would have multiple contacts to enter into ACT! database.

When you combine the power of AddressGrabber and the power of ACT! as a CRM - it's a double treat and it has made it a whole lot easier to get data entry done.

AddressGrabber saved at least 80% of my data-entry time and helped in maintaining a duplicate-free database."

[AddressGrabber](#) - is the quickest and easiest way to capture contact details into your database. AddressGrabber intelligently figures out contact details such as First Name, Last Name, Title, Company, Street, City, State, Zip, Phone, Fax, Email address & Web site address and automatically enters them into your database with a CLICK!

FREE 10-DAY TRIAL