

LINKEDIN NETWORK INTELLIGENCE

3 warm leads. \$750k in pipeline. Already in your network.

A full scan of your LinkedIn audience — enriched, segmented, and prioritised. This is what was sitting in your network, unseen, until now.

PREPARED FOR
Your Company — B2B Enterprise

DATE
March 2026

CONFIDENTIAL
DELIVERED BY
We Fix Boring

YOUR AUDIENCE AT A GLANCE

What we found in your network

Every follower of your LinkedIn company page and CxO profile was scanned, enriched with company and role data, and scored against your agreed ICP.

2,391 Connections scanned	126 ICP matches identified	12 High-potential leads	3 Hot leads with full strategy
-------------------------------------	--------------------------------------	-----------------------------------	--

#	NAME	TITLE	COMPANY	ICP FIT
1	Klaus Weber	Beirat	eggheads	Nurture
2	David Martínez	Internship Program Coordinator	CIEE	Nurture
3	Sarah Mitchell HOT	Technical Advisor – Meta	Concentrix	Hot
4	Thomas Bauer	Investment Manager	Zimmermann Investment	Warm
5	Laura González	QA Engineer	Salesforge	Nurture
6	Alejandro Reyes G.	Head of Corporate Venturing	Wayra	Warm
7	Michael Carter	Data Specialist	VISTA UC Merced	Nurture
8	Frank Schneider HOT	Senior Advisor & Management Consultant	Independent / TME AG	Hot
9	Marc Hoffmann	Responsible Informatique	theScreener	Warm
10	Jennifer Walsh	Marketing Comms Manager	Swiss Re	Warm
11	Stefan Koch	COO & Partner	YOO AG	Warm
12	Carol Bennett, CFA	VP Global Sales & Client Management	TMX Group	Warm
13	Carlos Morales	Director	Asceleración	Nurture
14	Robert Fischer	Chief Executive Officer	The SME Forum	Warm
15	Hans-Peter Müller, CFA	Chief Investment Officer	Patrimonium Asset Mgmt	Warm
16	Andreas Braun	Head of Process Management	Helvetia Baloise Gruppe	Nurture
17	William P. Grant	Chairman of Advisory Board	jurix	Nurture
18	James Thornton	President	PERMIAS Bloomington	Nurture
19	Sofia Navarro HOT	Events Coordinator	Scaling Spaces	Hot
20	Daniel Schmitt	VP Sales & Marketing	Eagle Materials	Warm
21	Markus Weber	Head of Sustainability	VAT GROUP	Nurture
22	Patrick Sullivan	Head Credit Product Center	Swiss Re Corporate	Warm
23	Christoph Lang	Partner	SNGLR Group	Warm
24	Rafael Torres	VP of Innovation	Inetics	Warm
25	Martin Engel, PH.D.	Director, Cloud Services	Oracle	Warm
26	Tobias Richter	Head of Merchandise & Data	Manor AG	Nurture
27	Andrea Keller	Founder & Managing Director	ScaleCollective	Warm
28	Diego Fernández	Chief Revenue Officer	Allfunds Tech Solutions	Warm
29	Ryan O'Brien	MLOps Teamlead & AI Mgr	Cappemini	Nurture
30	Katrin Wolf	Owner	MOPS Marketing	Warm

Showing 30 of 126 ICP-scored contacts. Full enriched dataset delivered separately.

Enriched from public LinkedIn data - March 2026

STRATEGY: LINKEDIN ENGAGEMENT — DM

Sarah Mitchell

Technical Advisor, formerly Meta **Concentrix**

ACTIVE ON LINKEDIN - LURKER / REACTOR PROFILE

WHY SHE'S WARM

Reacted to your LinkedIn post — a clear signal of interest. Her public posting activity is low, meaning she's a lurker who engages selectively. That makes her reaction more meaningful, not less. She chose to interact with your content. At Concentrix, she bridges enterprise tech and advisory — relevant to data intelligence use cases at scale.

- Follow and observe (Days 1-5)**
Follow her profile. Monitor any content she reacts to or shares. This gives you the hook for step 2 — a comment that feels natural, not manufactured.
- Comment on shared content (Days 5-12)**
When she reacts to a post about AI, data infrastructure, or enterprise tech, leave a substantive comment on the same post. Not about her — just adding value to the conversation. She'll see your name twice before you reach out.
- Send connection request with context (Day 14)**
Reference the shared interest — not the pitch. Something brief: "Hi Sarah — noticed we both follow the AI/data space closely. Would be great to connect." Keep it human. No product mention yet.
- DM with a specific, relevant insight (Day 18-21)**
Once connected, send one DM referencing something specific — her Meta background, a trend in enterprise NLP, or a real use case at a company like Concentrix. Lead with insight, not a demo request.

SUGGESTED DM (AFTER CONNECTION)

"Hi Sarah — given your background at Meta working with large-scale data, curious whether you come across challenges around unstructured financial or market data in your advisory work at Concentrix. We've been building NLP infrastructure for exactly that kind of problem. Happy to share what we're seeing if useful — no agenda."

ESTIMATED DEAL VALUE

\$250,000

Enterprise advisory scope at Concentrix
+ potential referral into broader org

STRATEGY: PODCAST GUEST INVITATION

Frank Schneider

Senior Advisor & Management Consultant **Independent / TME AG**

PUBLISHES IN GERMAN FINANCIAL PRESS - DIGITAL WEALTH & ROBO-ADVISOR EXPERT

WHY HE'S THE STRONGEST ICP MATCH IN THE LIST

Former CIO at a major German investment bank. Former Managing Director at a leading European asset manager. He publishes regularly in Germany's leading financial industry press — specifically on digital wealth management and robo-advisors. This is a person deeply embedded in the financial services world your platform targets directly.

- Engage on his published articles (Week 1)**
Find his bylined pieces in the German financial press. Leave a substantive comment on one — connect the topic to AI-driven news intelligence and portfolio insights. He writes about robo-advisors; your platform speaks that language precisely.
- Connect on LinkedIn referencing his article (Week 1-2)**
Send a connection request naming the article: "Hi Frank — read your piece on digital wealth management. The real-time data angle you raised is exactly what we're working on. Would love to connect."
- Launch a podcast and invite him as first guest (Week 3-4)**
Start a short-form podcast focused on AI and financial data intelligence — even 6 episodes is enough to establish credibility. Invite Frank to join as a guest to discuss the future of data-driven wealth management. Frame it as a conversation between practitioners, not a sales call.
- Turn the podcast into a warm pipeline**
Use the episode as an asset: share it with his audience, tag him on LinkedIn. This puts you in front of his entire network of financial services executives — a warm distribution channel you didn't have before.

SUGGESTED PODCAST INVITATION MESSAGE

"Hi Frank — I've been following your writing on digital wealth management. We're launching a short podcast on AI and financial data intelligence, and your perspective on where the industry is heading — especially on robo-advisors and real-time data — would be exactly the right anchor for our first episode. Would you be open to a 30-minute conversation?"

ESTIMATED DEAL VALUE

\$250,000

Direct advisory engagement
+ access to his network of financial services CxOs

STRATEGY: EVENT CO-HOST & COMMUNITY PLAY

Sofia Navarro

Events & Operations **Scaling Spaces, Berlin**

MANAGES 200+ COMPANY COMMUNITY - DKB, SHELL, WURTH, UBISOFT, DAIMLER

WHY THIS IS A CHANNEL, NOT JUST A CONTACT

Sofia coordinates events for Scaling Spaces — a premium coworking and community space in Berlin used by 200+ companies including DKB, Shell, Würth Cloud Services, Daimler, and Ubisoft. She is the gatekeeper to a community of exactly the enterprise decision-makers your platform wants to reach. One relationship here opens a warm pipeline into the entire member base.

- Connect on LinkedIn with a community-first angle (Week 1)**
Don't lead with a pitch. Lead with the community: "Hi Sofia — I can't access Scaling Spaces through [shared connection / event / content]. Really interesting mix of companies in the community. Would love to connect." Keep it warm and genuine.
- Propose a co-hosted event (Week 2-3)**
Pitch an event tailored to her community: "AI & Financial Data Intelligence for Enterprise Teams" or "How enterprise data teams are using NLP in 2026." Offer to co-host, cover costs, and handle speakers — she just brings the room. This is pure value for her, zero risk.
- Run the event and capture the room (Month 2)**
Host a focused 60-90 minute session for 20-30 attendees from the Scaling Spaces community. No hard pitch during the event — just a genuine conversation about the topic. Collect follow-up interest organically. Your company gets branded exposure to every attendee.
- Follow up with attendees as warm leads (Week after event)**
Every attendee who engaged during the session is now a warm outreach. They've met you, heard your thinking, and chose to stay in the room. Connection requests after the event convert at a dramatically higher rate than cold outreach.

SUGGESTED EVENT PITCH TO SOFIA

"Hi Sofia — we run a financial data intelligence platform and we're based in Berlin. We'd love to co-host a focused evening session for your community on how enterprise teams are using AI for market and financial data. We'd handle the content and speakers — you bring the space and your network. Would that be something Scaling Spaces would be open to?"

ESTIMATED DEAL VALUE

\$250,000

Direct + community pipeline from 200+ enterprise companies in the space

WHAT THIS IS WORTH

Your pipeline, surfaced

Three warm conversations. Three different plays. All starting from people already in your network — who chose to engage with your content.

Sarah Mitchell Concentrix - LinkedIn DM play		\$250,000
Frank Schneider Independent - Podcast play		\$250,000
Sofia Navarro Scaling Spaces - Event play		\$250,000

TOTAL IDENTIFIED PIPELINE	PLUS IN PIPELINE
\$750,000	9 more high-potential leads
From 3 people already in your network — warmed by your own content	Ready for nurture activation

WANT US TO DO THIS FOR YOU?

Find out who's already in your network.

We scan your full LinkedIn audience, surface the warmest leads, and hand you a strategy for each one — in 7 days.

Get your lead map →

Takes 30 minutes of your time. Delivered in 7 days. Guaranteed.