

# AeroLeads B2B Lead Generation Software bootstrapped to Profitability

*Aeroleads is a prospect generation software started with a vision to provide an intelligent solution to startups*

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-- AeroLeads is a Powerful web prospecting software and service tool which finds E-mail IDs and phone numbers of companies and people working in those companies. It has attracted some of the brightest minds from IBM, Gartner, Discovery, Tata Chemical, and Fresh Work.



AeroLeads came into existence with the mission to create a seamless experience for businesses, to expand their outreach with AeroLeads. Instead of challenging our belief, we managed to bridge the gap of 20k user of AeroLeads to reach out to their prospects.

Pushkar Gaikwad, The founder of AeroLeads, stepped into this venture with a vision to create a platform to reduce the struggle of a startup to meet-up their potential clients. "It is easier to build than to sell, most of the companies and startups struggle to find potential customers and start their sales process"

In an industry that is coming up with new tools for lead generation and better marketing efforts, we at AeroLeads are trying to stand out. The marketing industry is constantly expanding and evolving and with that comes in play our role in assisting in the expansion. Our lead generation and prospecting software work by finding out contact information for your lists across social media. Over the past year, there has been a drastic change in the marketing industry with regards to marketing tools with a several-fold increase worldwide and in India.

We built AeroLeads as with our previous product, we felt it was easy to build but difficult to sell. Also, there are many sales software solving the lead scoring and BOFU (bottom of the funnel) problems, but not TOFU (Top of the funnel) problems like prospecting. AeroLeads has grown organically from initial days and have a healthy number of paying customers

AeroLeads was founded by Mr Pushkar Gaikwad, an Indian Institute of Information Technology alumni back in January 2015. Currently, the CEO and founder of the company, Mr Pushkar has led several startups in the past and even built several web products. The company is a bootstrapped startup and is progressing exponentially in the area of sales and prospecting. We can be found and contacted on several social media platforms.

Sheejo George  
AeroLeads  
+1 415-830-6012  
email us here

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