

Leadexplorer



+45-61310408



klaus@emarketeer.com



facebook.com/emarketeer



linkedin.com/in/klaustrolle



KLAUS TROLLE

CMO EMARKEETEER



[find]
Leadexplorer



Transforming unknown website visitors
into real sales opportunities

[engage]
eMarketeer



All your marketing
activities in ONE tool

WHY?

ARE WE DOING THIS NOW



70%

OF SALES CYCLE DOES NOT INVOLVE SALES



Source: [HBR Sirius Digitalist](#)

>90%

OF B2B SALES START ONLINE



MARKETING



SALES

?!



PROSPECT

CUSTOMER

Source: GARTNER

> 95%

OF WEBSITE VISITORS LEAVE WITHOUT
MAKING THEMSELVES KNOWN



Source: GARTNER

\$\$

MONEY LEFT ON THE TABLE





WHAT?

WILL WE DO



WE WILL

BUILD A SALES TOOL
READY FOR THE FUTURE

HELP SALES

FIND MORE LEADS AND
CLOSE MORE DEALS

HOW?

WILL WE DO IT



TRANSFORM

UNKNOWN B2B WEBSITE VISITORS

INTO

RICH COMPANY PROFILES WITH
DETAILED BEHAVIOURAL INSIGHTS

Leadexplorer gives deep insights about the companies that visit your website and score them based on how engaged and interested they are in your brand.





- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointgram
- LinkedIn search

Company Interests More Note www

Superoffice Norge AS

Visiting: Wergelandsveien 27

Postal: 0167 Oslo Norge

Telephone: Fax: Web site: <http://www.superoffice.no> E-mail:

Our contact: **Michael Winbäck**
 Category: **Partner - SuperOffice CRM**
 Code: SUPEROFF1
 Number: 11084
 Org.nr:
 Business: Software vendor
 DPA signed:
 FN Kostnadställe:
 Partner Name:

Stop No Mailings

4/7/2016 MW Task Edit

Company

Superoffice Norge AS

Wergelandsveien 27
 0167 Oslo
 Norge

Telephone:
 Our contact: Michael Winbäck
 Category: Partner - SuperOffice CRM
 Business: Software vendor
 Web site: <http://www.superoffice.no>

Contacts	eM TL	Relations	Projects	Activities	Sales	Map4You Company	Requests
<input checked="" type="checkbox"/>	Category	Date	Type	Text	Contact - Contact	Project - Project name	Associate - User ID
<input checked="" type="checkbox"/>	🕒	3/7/2019	WWW (FEED)	Visited company website, leadexplorer.com. See details under WWW	Alex Pelan		MW
<input checked="" type="checkbox"/>	@	2/21/2019	Email Outgoing SWE	Re: Number of users and volumes as basis for quote	Adi Meholjic		RA
<input checked="" type="checkbox"/>	☑	2/20/2019	Form (FEED)	Submitted the form, Newsletter capture from Zoho and Intercom. See details under WWW	Jennifer Lund		MW
<input checked="" type="checkbox"/>	@	2/19/2019	Email Outgoing SWE	Re: Antall eMarketeer kunder i Norden og Europa	Adi Meholjic		RA
<input checked="" type="checkbox"/>	@	2/11/2019	Email Outgoing SWE	Re: Potensiell eMarketeer kunde	Cathrine Gundhus Dyrberg		TØ
<input checked="" type="checkbox"/>	@	2/7/2019	Email Outgoing SWE	Re: Glamox presentasjon	Adi Meholjic		RA
<input checked="" type="checkbox"/>	@	2/4/2019	Email Outgoing SWE	Re: Tjenst	Emil Lindblom		TØ
<input checked="" type="checkbox"/>	🕒	1/29/2019	WWW (FEED)	Visited company website, leadexplorer.com. See details under WWW	Alex Pelan		MW
<input checked="" type="checkbox"/>	☑	1/22/2019	Form (FEED)	Submitted the form, Newsletter capture from Zoho and Intercom. See details under WWW	Margrethe Romnes		MW
<input type="checkbox"/>	☑	12/3/2018	TO DO	Maggy watched on demand webinar "event mngmnt with eM"; Follow-up - was it g	Maggy Bjørgvinsdóttir		MW
<input type="checkbox"/>	☑	12/3/2018	Website - Contact Us	Follow up SuperOffice who submitted - contact us: Have we answered the request? See details	Viktor B	Website - Contact us	MW
<input checked="" type="checkbox"/>	☑	11/1/2018	Form (FEED)	Submitted the form, Web Request a Demo. See details under WWW	Alexander Lund		MW
<input type="checkbox"/>	☑	11/1/2018	Website - Demo Request	Alexander Lund Requested a Demo, Follow-up to ensure success. See details under WWW	Alexander Lund	Website Conversion 1	MW
<input type="checkbox"/>	☑	10/29/2018	TO DO	Trine registered to attend Leadexplorer launch webinar. See details under WWW	Trine Andreassen		MW
<input checked="" type="checkbox"/>	@	10/26/2018	Email Outgoing SWE	Re: Vitux AS tidligere Ayanda AS	Anne-Trine Hansen		RA

+ Add Delete Filter Export

Mailings Other Documents Follow-ups Show count Refresh

Web leads

ALL LEADS 75

NETHERLANDS

DENMARK

GERMANY

17 Mar - 18 Mar

All Leads










When	Who	What happened	Assigned	Engagement
Today 1:13PM	Wexø A/S Anonymous Vaerlose, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		97
Today 10:34AM	Hatteland Anonymous Rauma Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		97
Today 4:02PM	Fonus Anonymous Stockholm, Sweden	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		73
Today 3:37PM	Libris Anonymous Oslo Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		69
Today 6:02AM	Ministry of Foreign Affairs Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		65
Today 7:15PM	ÅF-Speab Anonymous Solna, Sweden	<ul style="list-style-type: none"> Came through Google Using a tablet running Windows Visiting for the first time 		61
Today 10:06AM	Heart Foundation Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		61



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Select
- Inbox
- Report
- Market
- Service
- Lead
- Timeline
- Lead
- Prospect
- Sales
- Point
- Link

17 Mar - 18 Mar All Leads







When	Who
Today 1:13PM	 Wexø A/S Anonymous Vaerlose, Denmark
Today 10:34AM	 Hatteland Anonymous Rauma Municipality, Norway
Today 4:02PM	 Fonus Anonymous Stockholm, Sweden
	 Oslo Municipality, Norway
Today 6:02AM	 Ministry of Foreign Affairs Anonymous Copenhagen, Denmark
Today 7:15PM	 ÅF-Speab Anonymous Solna, Sweden
Today 10:08AM	 Heart Foundation Anonymous Copenhagen, Denmark

What happened

- Direct - by typing your web URL in browser
- Using a desktop computer running Windows
- Returning visitor

- Came through Google
- Using a desktop computer running Windows
- Returning visitor

- Came through Google
- Using a desktop computer running Windows
- Returning visitor

Assigned	Engagement
	97 
	97 
	73 





Web leads

ALL LEADS 75

NETHERLANDS



















DENMARK

GERMANY

 17 Mar - 18 Mar

All Leads ▾



When	Who	What happened	Assigned	Engagement
Today 1:13PM	 Wexee A/S Anonymous Vaerlose, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		97 
Today 10:34AM	 Hatteland Anonymous Rauma Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		97 
Today 1:33PM	 SuperOffice Anonymous Oslo Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		33 
Today 3:37PM	 Libris Anonymous Oslo Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		69 
Today 6:02AM	 Ministry of Foreign Affairs Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		65 
Today 7:15PM	 ÅF-Speab Anonymous Solna, Sweden	<ul style="list-style-type: none"> Came through Google Using a tablet running Windows Visiting for the first time 		61 
Today 10:06AM	 Heart Foundation Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		61 



Web leads

ALL LEADS 75

NETHERLANDS

DENMARK

GERMANY

📅 17 Mar - 18 Mar

All Leads ▾



When	Who	What happened	Assigned	Engagement
Today 1:13PM	Wexee A/S Anonymous Vaerlose, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		97
Today 10:34AM	Hatteland Anonymous Rauma Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		97
Today 1:33PM	SuperOffice Anonymous Oslo Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		33
Today 3:37PM	Libris Anonymous Oslo Municipality, Norway	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		69
Today 6:02AM	Ministry of Foreign Affairs Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Came through Google Using a desktop computer running Windows Returning visitor 		65
Today 7:15PM	ÅF-Speab Anonymous Solna, Sweden	<ul style="list-style-type: none"> Came through Google Using a tablet running Windows Visiting for the first time 		61
Today 10:06AM	Heart Foundation Anonymous Copenhagen, Denmark	<ul style="list-style-type: none"> Direct - by typing your web URL in browser Using a desktop computer running Windows Returning visitor 		61



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search

LEADEXPLORER Live View Web Leads Settings



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY

Computers, Peripherals, and Software, Computer Integrated Systems Design

YEARS IN BUSINESS



COMPANY DASHBOARD FINANCIAL REPORT SOCIAL MEDIA IN MEDIA TECHNOLOGY

ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

INTERESTS

- SuperOffice is searching for: superoffice
- SuperOffice spent most time on web pages: All-in-One Online Marketing Software Marketing automation for SuperOffice Leadexplorer Services - www.emarketeer.com Leadexplorer - transforms unknown

Total time Spent on your brand since 2019-01-02 **2h 27m**

WEB VISITS 63 (within date range)

When	Visitor	Where	Page views
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1

VISIT

04:04 TOTAL VISIT DURATION

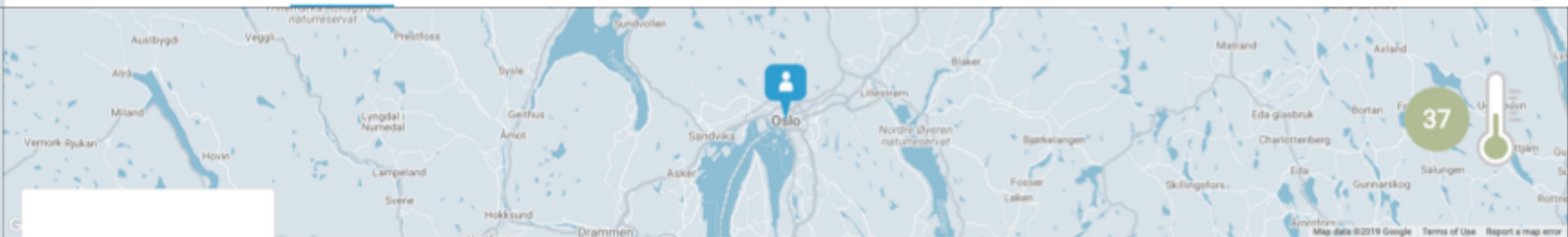
MOST INTERESTING PAGE

Anonymous from SuperOffice from Oslo Municipality, Norway

Came through Google

- Contact - www.emarketeer.com (00:11)
- Marketing automation for SuperOffice - eMarketeer (03:53)
- About - www.emarketeer.com (00:00 Duration can't be calculated on exit page)
- Exit page





SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY

Computers, Peripherals, and Software, Computer Integrated Systems Design

YEARS IN BUSINESS



ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

Total time

Spent on your brand since 2019-01-02

 2h 27m

INTERESTS

SuperOffice is searching for:
superoffice

SuperOffice spent most time on web pages:
All-in-One Online Marketing Software by eMarkete...
Marketing automation for SuperOffice - eMarketeer
Leadexplorer
Services - www.emarketeer.com
Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS

Owner:
Michael Winbäck

Latest Opportunity:
No sales opportunity created

Sales Stage:
N/A

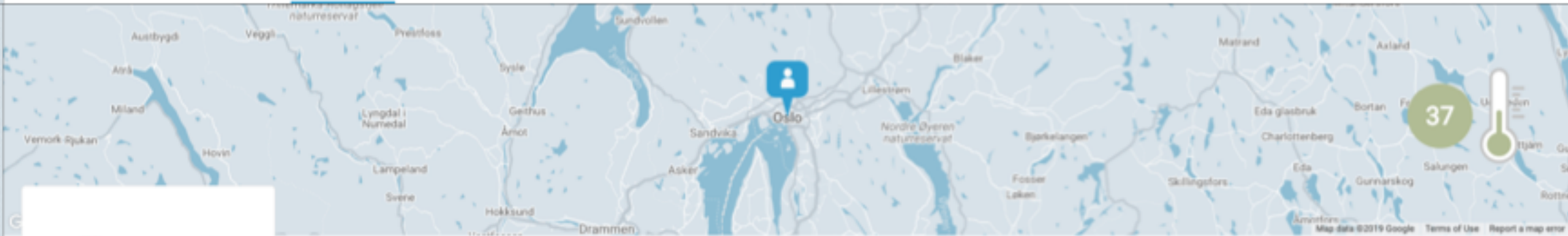


WEB VISITS 63 (within date range)

18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	 Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	 Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	 Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT

- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY
Computers, Peripherals, and Software, Computer Integrated Systems Design



COMPANY DASHBOARD FINANCIAL REPORT SOCIAL MEDIA IN MEDIA TECHNOLOGY

ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

Total time
Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: **superoffice**

SuperOffice spent most time on web pages:
All-in-One Online Marketing Software by eMarkete...
Marketing automation for SuperOffice - eMarketeer
Leadexplorer
Services - www.emarketeer.com
Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS Owner: Michael Winbäck

Latest Opportunity:
No sales opportunity created

Sales Stage: N/A

WEB VISITS 63 (within date range) 18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC SHOW VISIT

- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY

Computers, Peripherals, and Software, Computer Integrated Systems Design

YEARS IN BUSINESS



ENGAGEMENT

Total web visits: 63
 Unique pages visited: 34
 Marketing Interactions: 10

Total time
 Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: **superoffice**

SuperOffice spent most time on web pages:
 All-in-One Online Marketing Software by eMarketeer...
 Marketing automation for SuperOffice - eMarketeer
 Leadexplorer
 Services - www.emarketeer.com
 Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS **Owner: Michael Winbäck**

Latest Opportunity:
 No sales opportunity created

Sales Stage: N/A

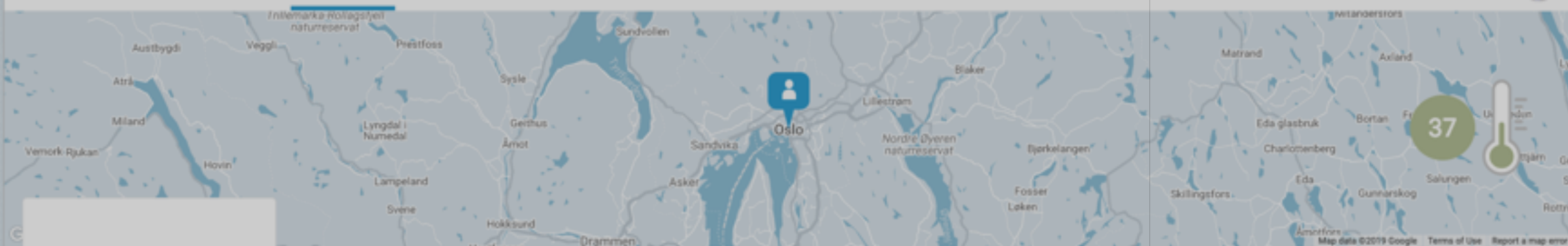
WEB VISITS 63 (within date range)

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT

18 Dec - 18 Mar



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY

Computers, Peripherals, and Software, Computer Integrated Systems Design

YEARS IN BUSINESS



ENGAGEMENT

Total web visits: 63
 Unique pages visited: 34
 Marketing Interactions: 10

Total time
 Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: **superoffice**

SuperOffice spent most time on web pages:
 All-in-One Online Marketing Software by eMarketeer...
 Marketing automation for SuperOffice - eMarketeer Leadexplorer
 Services - www.emarketeer.com
 Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS Owner: Michael Winbäck

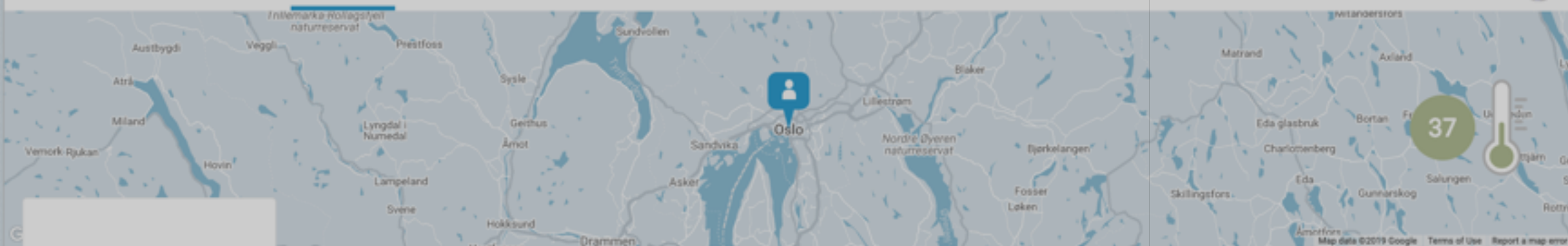
Latest Opportunity: eMarketeer Pro 100K
 Sales Stage: 5. Contract (100%)

WEB VISITS 63 (within date range) 18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY
Computers, Peripherals, and Software, Computer Integrated Systems Design



ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

Total time
Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: superoffice

SuperOffice spent most time on web pages:
All-in-One Online Marketing Software by eMarketeer...
Marketing automation for SuperOffice - eMarketeer Leadexplorer
Services - www.emarketeer.com
Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS Owner: Michael Winbäck

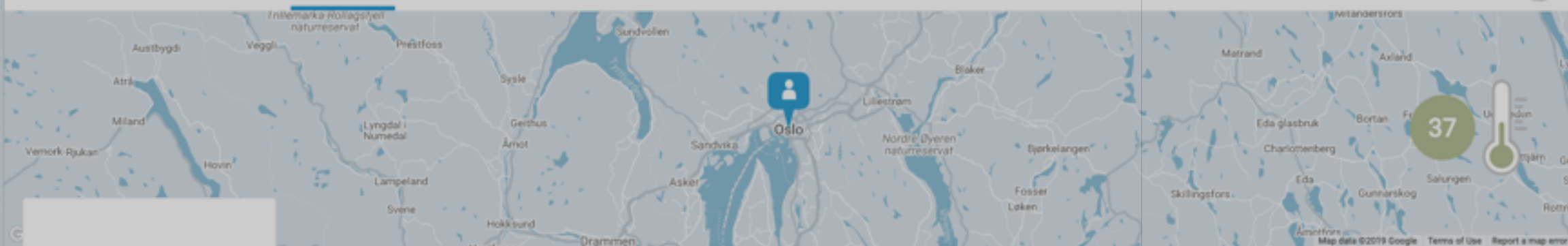
Total Sales
Mar 2019 - Today **20000 SEK**

WEB VISITS 63 (within date range) 18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY
Computers, Peripherals, and Software, Computer Integrated Systems Design



ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

Total time
Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: **superoffice**

SuperOffice spent most time on web pages:
All-in-One Online Marketing Software by eMarkete...
Marketing automation for SuperOffice - eMarketeer Leadexplorer
Services - www.emarketeer.com
Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

We are not 100% certain. Can you help us?
Match with companies in SuperOffice with similar name:

- Superoffice Online AS **MATCH**
- Superoffice Sweden AB **MATCH**
- SuperOfficeCRM, Inc. **MATCH**

Show more Create New Search

WEB VISITS 63 (within date range) 18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY
Computers, Peripherals, and Software, Computer Integrated Systems Design



ENGAGEMENT

Total web visits: 63
Unique pages visited: 34
Marketing Interactions: 10

Total time
Spent on your brand since 2019-01-02 **2h 27m**

INTERESTS

SuperOffice is searching for: **superoffice**

SuperOffice spent most time on web pages:
All-in-One Online Marketing Software by eMarkete...
Marketing automation for SuperOffice - eMarketeer
Leadexplorer
Services - www.emarketeer.com
Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Hm, we can't find the company in SuperOffice.

[CREATE NEW COMPANY](#)

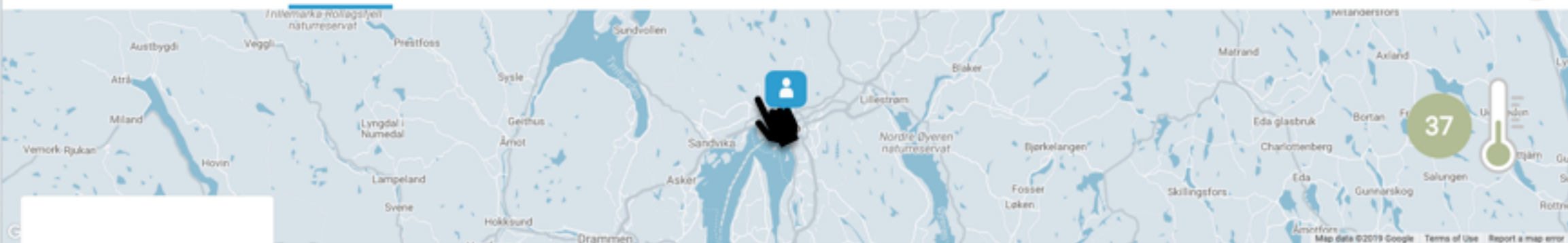
Or, [search](#) for a company in SuperOffice

WEB VISITS 63 (within date range) 18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



SuperOffice

SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

INDUSTRY

Computers, Peripherals, and Software, Computer Integrated Systems Design

YEARS IN BUSINESS



ENGAGEMENT

Total web visits: **63**
 Unique pages visited: **34**
 Marketing Interactions: **10**

Total time

Spent on your brand since 2019-01-02

2h 27m

INTERESTS

SuperOffice is searching for:
superoffice

SuperOffice spent most time on web pages:
 All-in-One Online Marketing Software by eMarketeer...
 Marketing automation for SuperOffice - eMarketeer
 Leadexplorer
 Services - www.emarketeer.com
 Leadexplorer - transforms unknown web visitors t...

CRM INSIGHT

Superoffice Norge AS

Owner:
Michael Winbäck

Latest Opportunity:
No sales opportunity created

Sales Stage:
N/A



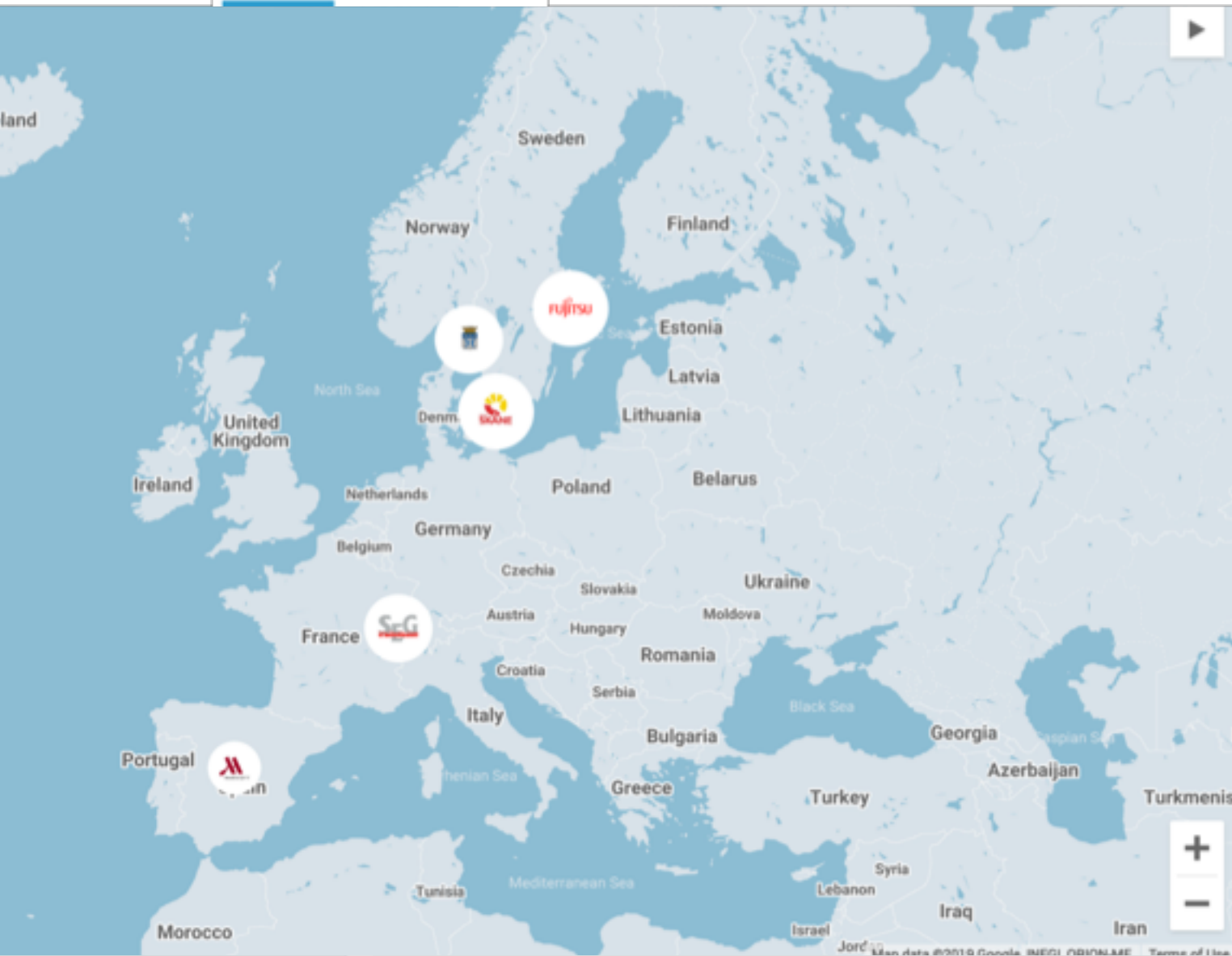
WEB VISITS 63 (within date range)

18 Dec - 18 Mar

When	Visitor	Where	Page views	Duration	Browser Language	Device	
Last Friday 2:30PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT
Last Thursday 10:37AM	Returning Visitor	Oslo Municipality, Norway	3	4 min 4 sec	Norwegian Bokmål	Desktop PC	SHOW VISIT
Last Wednesday 1:18PM	Returning Visitor	Oslo Municipality, Norway	1	0 min 0 sec	English	Desktop PC	SHOW VISIT



- Dashboard
- Company
- Contact
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Marketing
- Service
- Leadexplorer
- Timeline
- Lead Report.
- Prospects
- Salesboard
- Pointagram
- LinkedIn search



ON YOUR SITE

LIVE

5

IDENTIFIED VISITORS ON WEBSITE

- FUJITSU** Fujitsu
- SEG** Swiss Education Group
- SKÅNE** Skåne Regional Council
- Lysekils kommun**
- MARRIOTT** Centro Comercial Portugal SA

Map data ©2018 Google, INEGI, OBNLME, Terms of Use



SuperOffice. + New

www Contact Timeline (eM) Lead report (eM) Leadexplorer (eM) Map4you Find prospects Salesboard for SuperOffice Monthly Business

LEAD EXPLORER Live View Web Leads Settings

← Back to list

SuperOffice
 SuperOffice is a European supplier of CRM solutions to the professional business-to-business market. SuperOffice was founded by Une Amundsen in 1990. He is Chairman of the Board of SuperOffice.

COMPANY DASHBOARD FINANCIAL REPORT SOCIAL MEDIA IN MEDIA TECHNOLOGY Not Assigned

ENGAGEMENT
 Total web visits: 43
 Unique pages visited: 33
 Marketing Interactions: 10

INTERESTS
 SuperOffice spent most time on web pages:
 All-in-One Online Marketing Software by eMa...
 Marketing automation for SuperOffice - eMar...
 Leadexplorer - transforms unknown web visi...
 Login eMarketeer
 3 marketing and sales myths debunked! - w...

CRM INSIGHT
 Superoffice Norge AS
 Owner: Michael Winbäck
 Latest Opportunity:
 No sales opportunity created
 Sales Stage: N/A

Total time
 Spent on your brand since 2016-12-11
 1h 35m

WEB VISITS 43 (within date range) 30 Nov - 28 Feb

When	Visitor	Where	Page views	Duration	Browser Language	Device
Yesterday 3:11PM	New Visitor	Oslo Municipality, Norway	8	6 min 9 sec	English	Desktop PC

SHOW VISIT





LEADEXPLORER Live View Web Prospects Prospect Search Settings

Back to list

VASASTAN

ULVINGDA TRANEBERG STADSGÅRDEN KJÖLSTINEBERG KLINGSCHOLMEN NORMMALM ÖSTERMALM

ATEA

ATEA Sverige AB

We are a company with the sole dedication to building the very best conversion tools that our clients agree deliver the world's best to successfully complete in a digital reality. Today we are a digital reality.

SWEDEN SP TOP500

INDUSTRY
Computer Programming, Data Processing, and Other Computer Related Services

YEARS IN BUSINESS

COMPANY BAR CHART FINANCIAL REPORT SOCIAL MEDIA IN MEDIA TECHNOLOGY

ENGAGEMENT

Web visits: 3
Pages visited: 55
Marketing: 3

INTERESTS

ATEA is searching for (interests):
Email Marketing Tools, Event PlanningSoft
ATEA spent most time on web pages:
Email Marketing for SuperOffice, Pricing

Total time
Spent on your brand: 5h 34m

VISIT

20:21
TOTAL VISIT DURATION
MOST BY VISITING PAGE

4 Anonymus 31 from TV4 AB
Female, 20-30y from Stockholm

Searching on Google

anMarketing.com Homepage
anMarketing.com Email Marketing
anMarketing.com Pricing
anMarketing.com Pricing

When	Who	Where	Gender and age	Page Views
Today 5:03AM	Anonymus 31	City, Country	Female, 20-30y	1
Today 5:03AM	Magnus Baudin	City, Country	Male, 40-50y	2
Today 5:03AM	Anonymus 32	Arhus, Denmark	Female, 20-30y	1
Today 5:03AM	Anonymus 32	Arhus, Denmark	Female, 20-30y	1

COMPANY INFORMATION







Leadexplorer

Price: **Free**

[Sign Up](#)

Links

[Company product page](#) 

[Support](#) 

Categories

[New or updated](#)

[Power up your marketing](#)

[Boost your sales](#)

More Info

Published: 20.03.2019

Markets: Benelux, Denmark,
Finland, Germany, Norway,
Sweden, Switzerland, United
Kingdom

Languages: English

Leadexplorer for SuperOffice

By: [eMarketeer AB](#)

Transform unknown website visitors into real sales opportunities, reveal companies with the biggest potential, and close more deals.



Description

[Prices and terms](#)

[How to install](#)

About this app

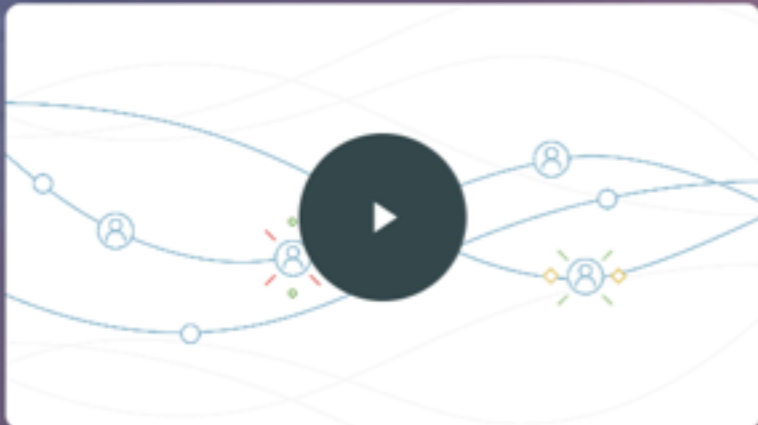
Your website visitor data is a goldmine of sales opportunities. By identifying companies that spend time on your site and enriching those data with meaningful background information, you get everything you need to close new deals.

Leadexplorer connects with your Google Analytics to reveal the companies that are exploring your website. Because companies are scored based on engagement, you build a list of leads that are actually hot for your sales team.

Salespeople will love the wealth of information presented for each lead: rich company details, pages visited, and a live-view of what prospects are doing on your website in real-time.

Use this free integration to SuperOffice CRM Online and view all of this information without leaving your SuperOffice screen.

- Jumpstart the sales process by creating the company in SuperOffice CRM, all details included, by



LEADEXPLORER BY EMARKETEER

Transform unknown web visitors into real sales opportunities.

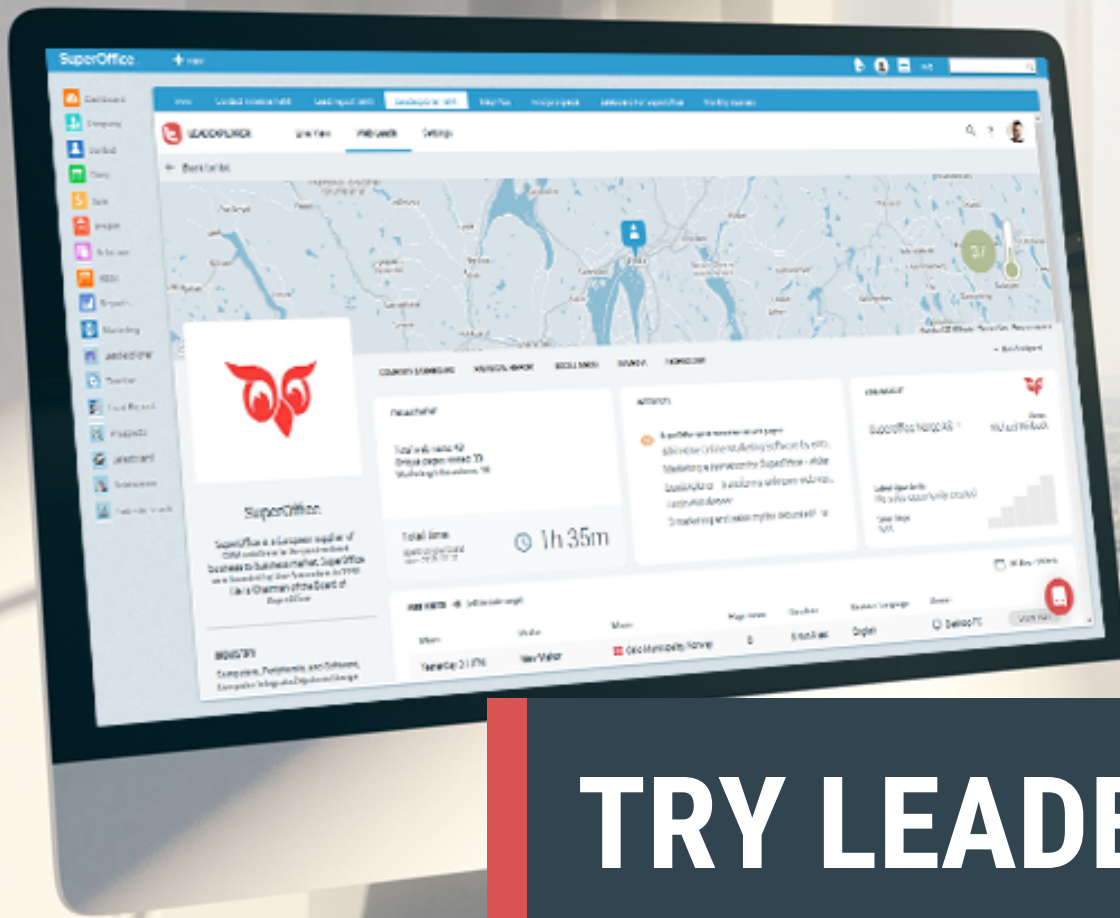
Leadexplorer gives you deep insights about the companies that visit your website and scores them based on how interested and engaged they are in your brand.

[Sign up for free trial](#)

[Book a personal 15 min demo](#)

Why Leadexplorer?

Discover the companies with the biggest potential of becoming your customer.



TRY LEAD EXPLORER!
Free trial with unlimited leads.
Visit our stand and sign up.

[find]
Leadexplorer



Transforming unknown website visitors
into real sales opportunities



Manage all your marketing tasks with ONE tool



EMAIL
MARKETING



WEB
FORMS



SURVEY &
EVALUATIONS



MOBILE
MARKETING



WEB
TRACKER



EVENT
MANAGEMENT



LANDING
PAGES



MOBILE
APPS



FACEBOOK
APPS



MARKETING
DASHBOARDS



ROMI
REPORTS



MARKETING
AUTOMATION



LEADS
REPORT



MARKETING
TIMELINE



DETAILED
PREVIEWS



TRIGGER
PANELS



ONLINE
REPORTS



NATIVE SO
FUNCTIONS

VISIBLE IN SUPEROFFICE

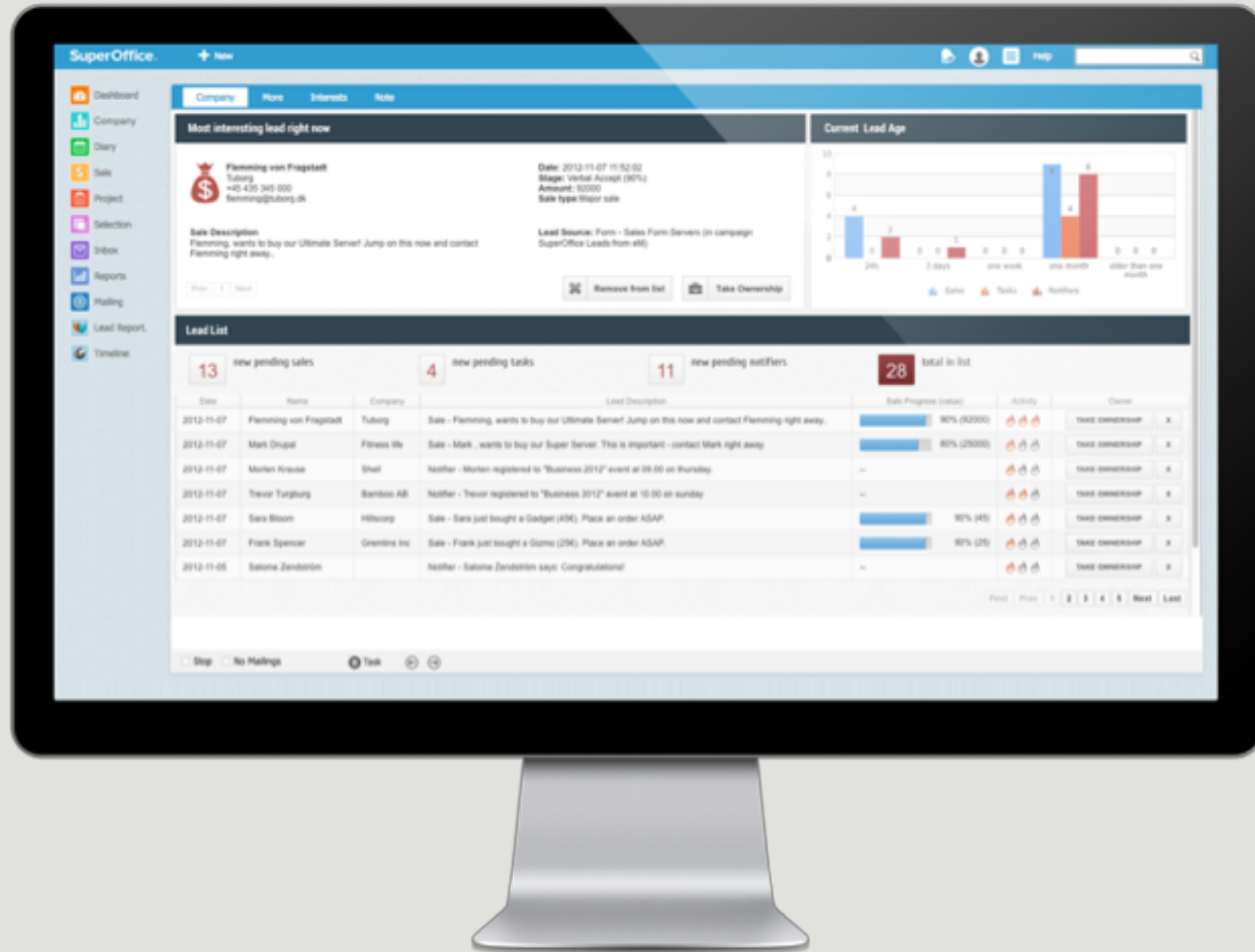




WHERE DO WE ADD VALUE IN SUPEROFFICE?

emarketeer 

Lead Report



As soon as a prospect engages in your content, the new contact is listed in the leads report as a notification, task or sales activity.

You are constantly kept up-to-date.

Less guessing – more selling.

A Unique Look at Lead Behavior

Marketing Timeline

With the unique marketing timeline added to your SuperOffice CRM, every action your leads take on your content is listed chronologically.

Not only can you follow your leads' digital footprints, but you're also updated on what social platforms they use, their interests and when they first interacted with you.

The screenshot displays the SuperOffice CRM interface. The top navigation bar includes the 'SuperOffice' logo and a '+ New' button. A sidebar on the left lists various modules: Dashboard, Company, Diary, Sale, Project, Selection, Inbox, Reports, Mailing, Lead Report, and Timeline. The main content area is titled 'Timeline' and features a 'Contact' card for Tim Handley, including his photo, email address, and interaction history. To the right, a 'Monthly Interaction' bar chart shows activity levels. Below the contact card, an 'Interaction Timeline' section details specific actions like 'eM Concept PPT' and 'Contact Registration' with dates and times.

SuperOffice + New

Timeline

Contact

Tim Handley
tim.handley@emarketeer.com

• First Interaction: 12 Mar 2012
• Last Interaction: 2 Feb 2014

- Company: eMarketeer, USA since 2013-10
- Title: Director, US Operations
- Location: San Francisco Bay Area
- Bio: INC 500 Hall of Fame Entrepreneur

Found 118 more from emarketeer.com

Monthly Interaction

Month	Interaction Count
2012 Mar	1
2012 May	1
2012 Aug	4
2012 Sep	1

Interaction Timeline

2013 November

- 6 E-mails
- 5 Forms

eM Concept PPT
Mon, 18 Nov 09:42

Contact Registration
Wed, 13 Nov 10:35

Activity details

Full insight into any marketing touchpoint including emails, sms, app, websites, forms, landing pages and so much more



Trigger Forms

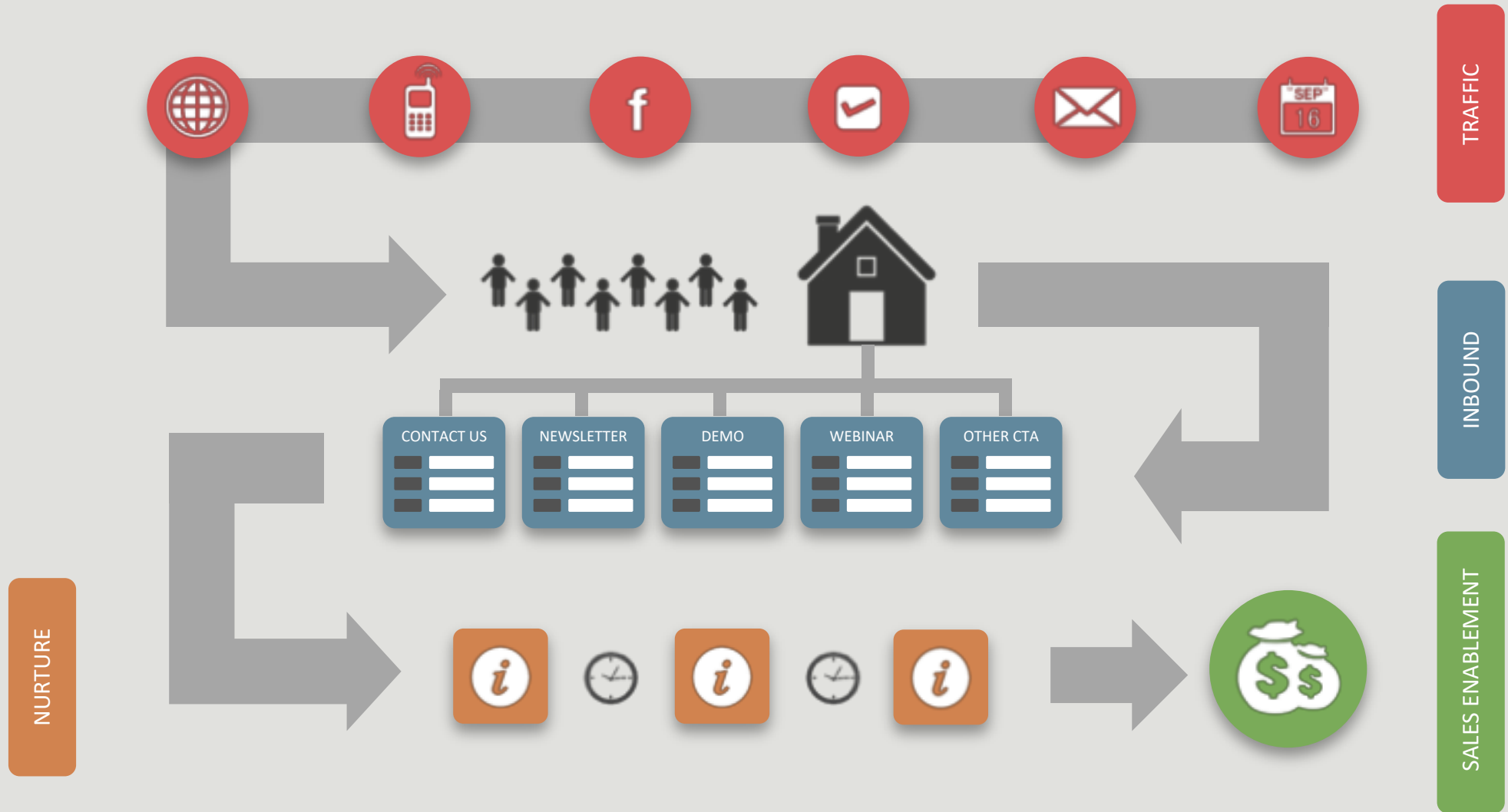
Initiate marketing processes directly from SuperOffice.

A remote control for SuperOffice users.



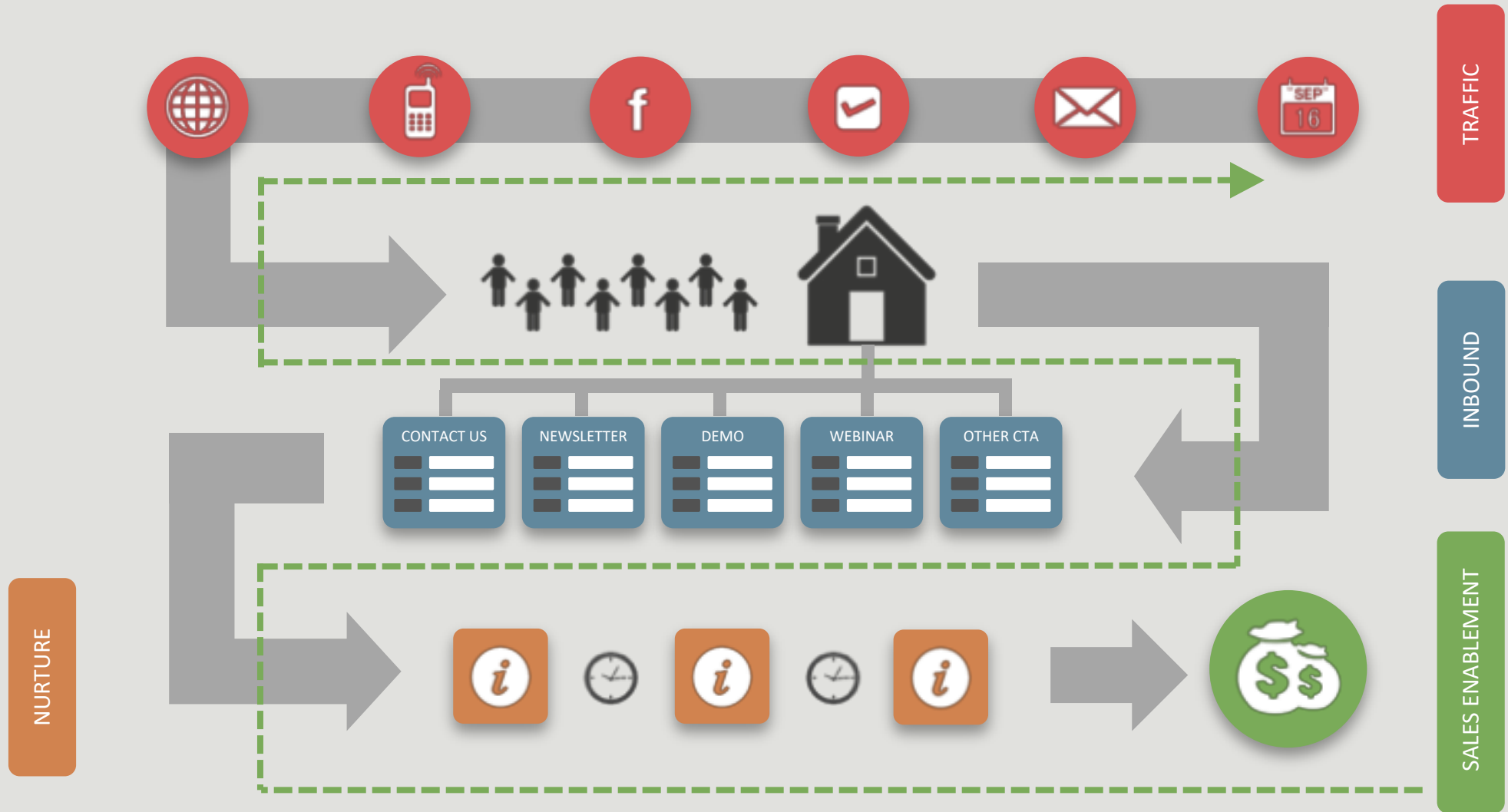
Nurture Interest

FROM SUSPECT TO QUALIFIED LEAD



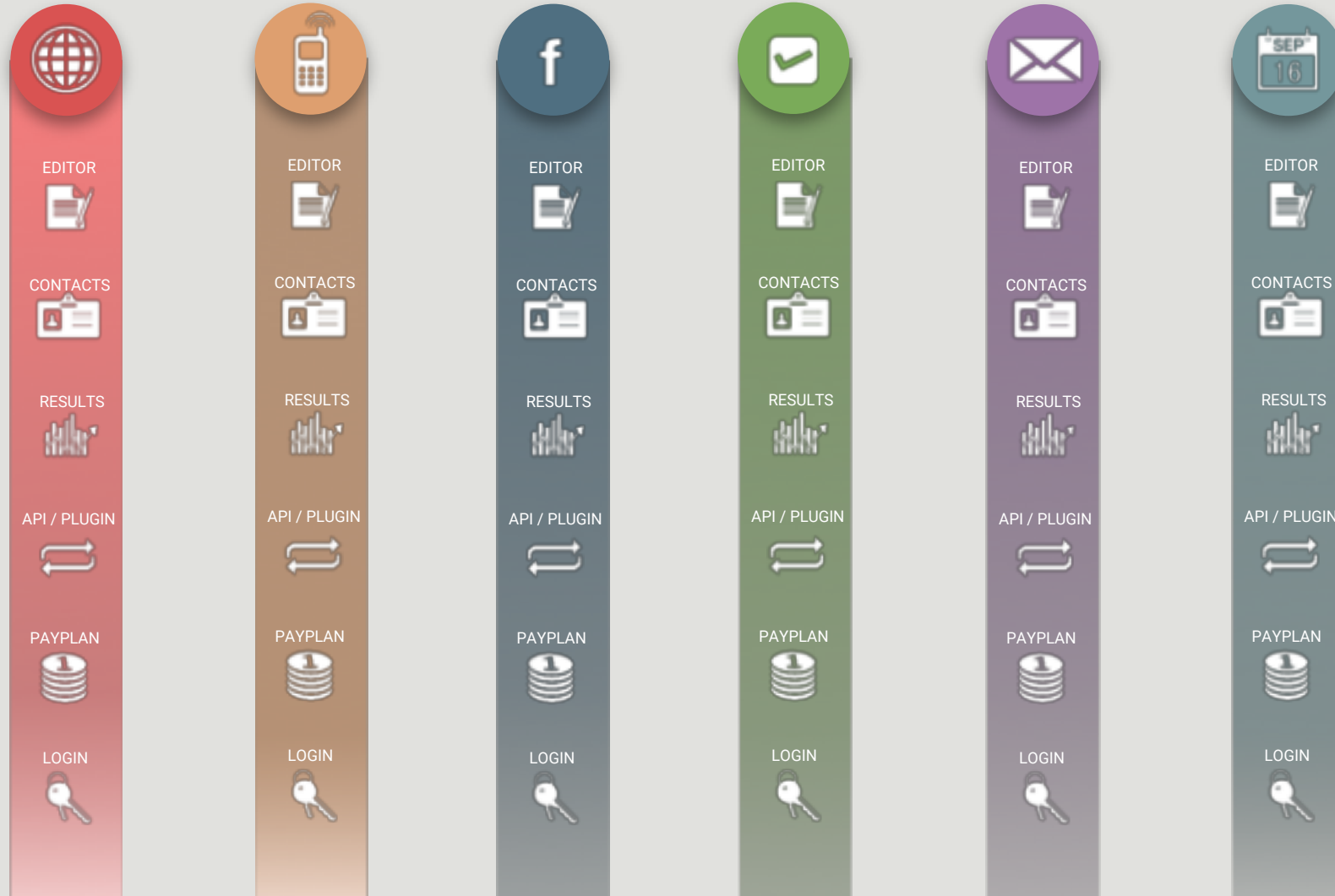
Nurture Interest

FROM SUSPECT TO QUALIFIED LEAD



99% of all marketers

ONE TOOL FOR EACH MARKETING CHANNEL



99% of all marketers

ONE TOOL FOR EACH CHANNEL



EDITOR



CONTACTS



RESULTS



API / PLUGIN



PAYPLAN



LOGIN



EDITOR



CONTACTS



RESULTS



API / PLUGIN



PAYPLAN



LOGIN



EDITOR



CONTACTS



RESULTS



API / PLUGIN



PAYPLAN



LOGIN



EDITOR



CONTACTS



RESULTS



API / PLUGIN



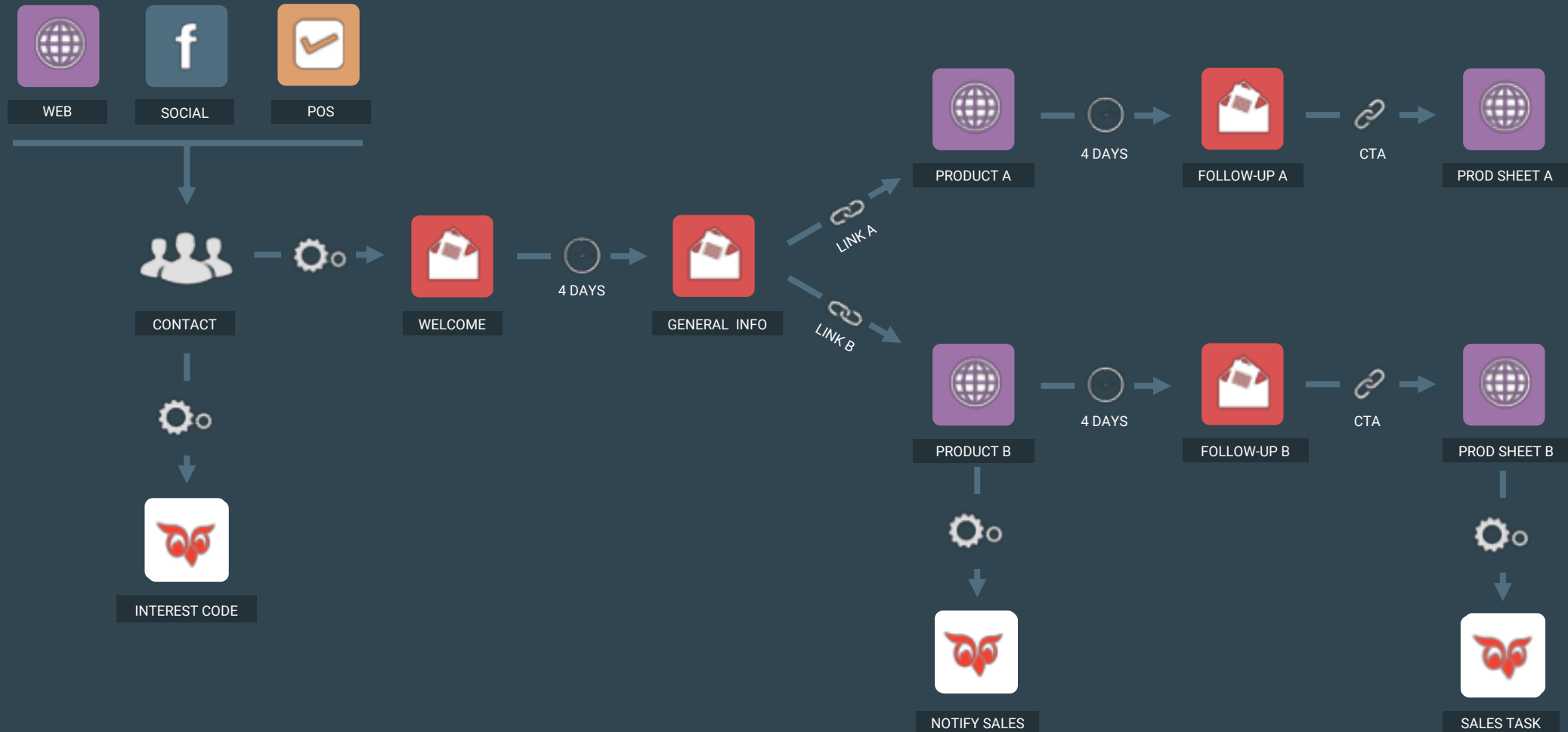
PAYPLAN



LOGIN



Lead Management – User journey



TO SEE THE VIDEO OF THE LEADS MANAGEMENT PROCESS GO TO

<https://www.youtube.com/watch?v=GwYD8ofmAlc&t=1677s>

Design fused with technology.

Add more life to emarketing

[VIEW OUR PORTFOLIO](#)



Mailboxes Inbox - eMarketeer ▾ VIPs (20) ▾ Sent (23) ▾ Flagged Drafts (94) ▾

Sort by Date ▾

● **Avenir Cars** 01:09
Welcome to a world of cars 57 KB
The best cars and the best prices at Avenir. If
the email does not display correctly please r...

No Message Selected

New Campaign

Getting Started Web Monitor SuperOffice Monitor

eMarketer Training Videos



Create a Newsletter



Create a Facebook Page



Manage an Event



Cr

My Recent Work

- Porsche nurture email
- Car newsletter demo
- NL Signup (web)
- Newsletter signup
- Chevy nurture email

My Favorites

- 1. Car newsletter demo (SO 8)
- Avenir Facebook Page (webinar - pls don't edit)
- Avenir Mobile Web App (webinar) Pls don't edit
- Bowling Event 2012 (SuperOffice)
- Car newsletter demo (webinar) Pls don't edit
- Car Show 2014 (webinar) Pls don't edit
- eMarketer Mobile App
- eMarketer Mobile App (SOEW)
- Evaluation (MA Webinar)
- Event Demo (webinar)
- Hotel newsletter campaign
- Leads Generation (MA Webinar)

Latest news



Upgrade: Secure Email Domain with DKIM & DMARC

We are happy to introduce a new service for secure email sendouts, by implementing DKIM & DMARC authentication standards for best in class email delivery.

[Read more](#)



New feature: Add to Calendar

Your Account

AUTOMATION FREE (Your current plan)

You have unlimited access to eMarketer features: E-mail, Facebook, Forms, SMS, Webpages, Automation, Developer tools and customizations. You are limited to 300,000 contacts.

More contacts?



- Company
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Mailing
- Lead Report.
- Timeline

Company More Interests Note

eMarketeer / Follow-Up Systems AB
TEST ACCOUNT

Visiting: Kista Science Tower
Postal: Kista Science Tower
164 54 KISTA
Sverige

Telephone: **+46 87644600**
Fax:

Web site: <http://www.follow-up.se>
E-mail: info@emarketeer.com

Our Contact: **Michael Winback**
Category: **Leverantör**
Code:
Number: 10002
Org.nr: 556631-4497
Business: IT/Telecom

Stop No Mailings 6/10/2014 MIW ← → Task

Selection members

My web visitors

Company	Contact	Our conta
The archive needs to be refreshed		
<u>Refresh</u>		

↻ Refresh

Contacts	Relations	Projects	Activities	Sales			
	Mr/Ms	First name		Last name	Title	Mobile phone - Tek	E-mail
		Bosse		Winback		+46 733 200123	michael@emarketeer.com
	Mr.	Klaus		Trolle	CMO		klaus@emarketeer.com
		Robert		Baldinger			robert@emarketeer.com
		Pia		Ferm			pia@emarketeer.com
		Albin		Jacobsson			albin@emarketeer.com

+ Add ✖ Delete 📄 Export Former employees count : 18 ↻ Refresh



Appointment



Task



Phone Call



E-mail



Document



Find



Print



New



www

Lead Report SO

eM Timeline

emarketeer

Contact



Klaus Trolle , Acme Studios

klaus@emarketeer.com



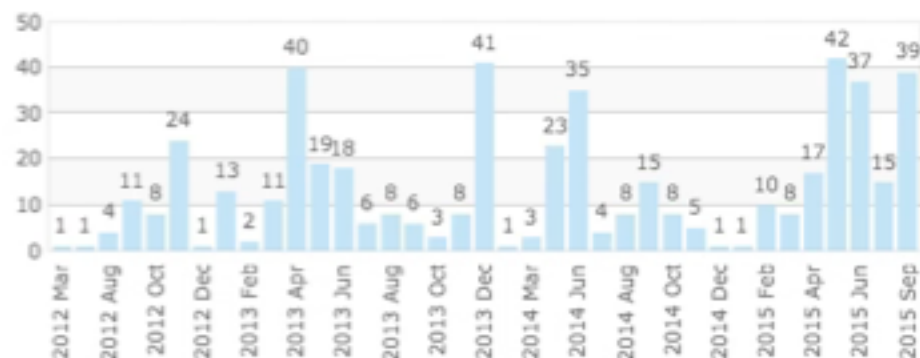
First interaction: 12 Mar 2012

Last interaction: 30 Sep 2015

- Company: eMarketeer since 2010-10
- Title: Chief Marketing Officer
- Location: Copenhagen, Denmark
- Bio: undefined

Found [99 more](#) from emarketeer.com

Monthly Interaction



Interaction Timeline



Appointment



Task



Phone Call



E-mail



Document



Find



Print



New

- Company
- Diary
- Sale
- Project
- Selection
- Inbox
- Reports
- Mailing
- Lead Report.
- Timeline

Leads From eMarketeer

Most interesting sale right now [Who ends up here?](#)



Steve Watson

Widget Electronics
 +1334567895
 steve@widget.com

Date 2015-09-24 16:59:02
Stage First meeting (20%)
Amount 350000
Sale type Form - Test Drive (web) (in campaign *Avenir Demo Site 2014*)
Lead Source

Sale Description
 Steve Watson Register to a 'Test Drive - Ferrari.

Prev 1 Next

X Remove from list

Take Ownership

Current Lead Age [What is lead age?](#)



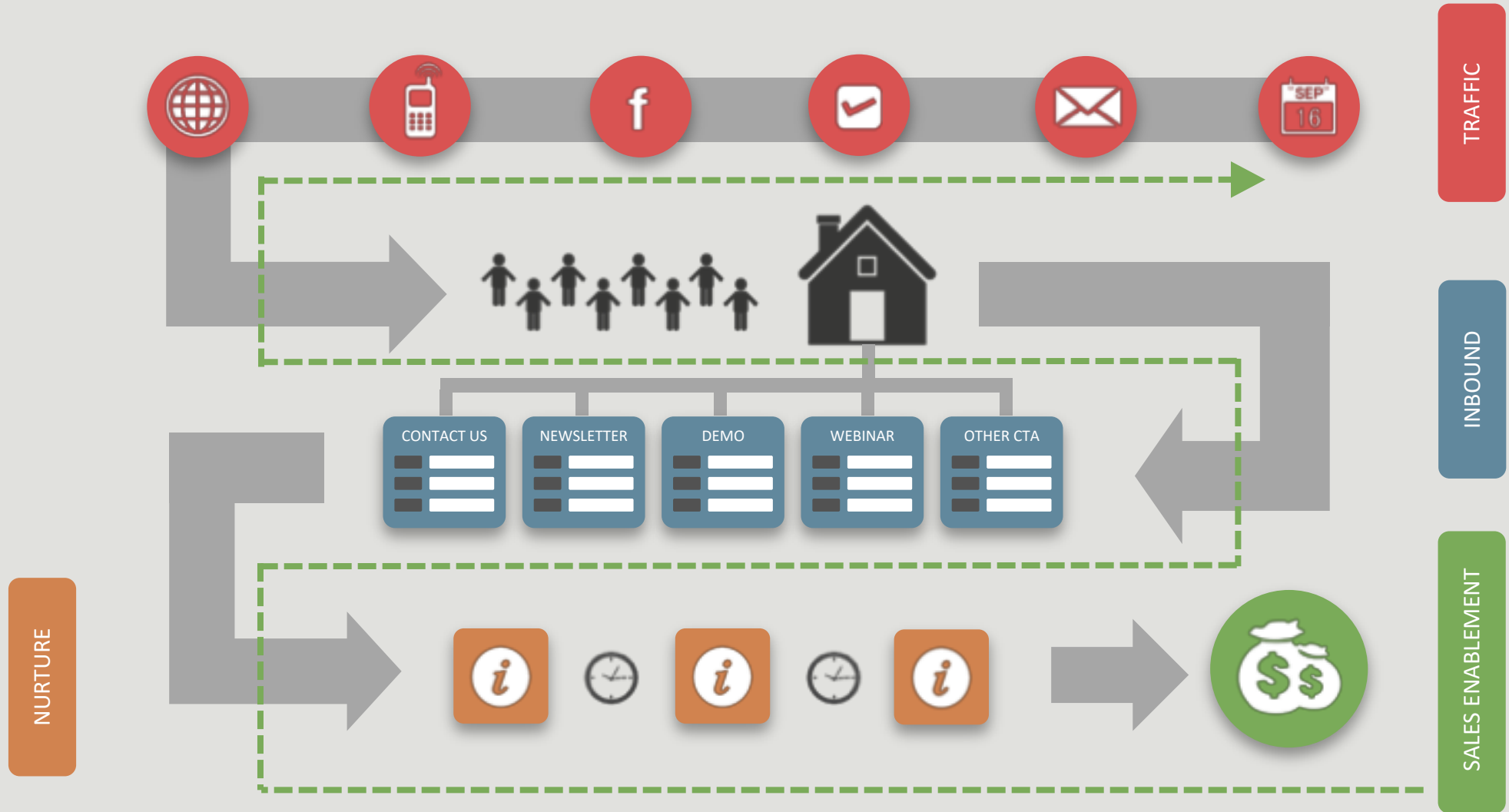
Lead list [What goes on this list and how do I use it?](#)

3 pending sales **0** pending tasks **0** pending notifiers **0** set interests **0** unset interests **3** total in list

- Appointment
- Task
- Phone Call
- E-mail
- Document
- Find
- Print
- New

Nurture Interest

FROM SUSPECT TO QUALIFIED LEAD



Q&A





KLAUS TROLLE

CHIEF MARKETING OFFICER

Office (+46) 8 764 46 00

Direct (+45) 61 31 04 08

Email: klaus@emarketeer.com

LinkedIn: [linkedin.com/in/klaustrolle](https://www.linkedin.com/in/klaustrolle)

Kista Science Tower, 164 51 Kista, Sweden

www.emarketeer.com

Pause kl. 11.00 – 11.15

Besøg udstillingen

1

Lokale: Scandium

Skal forankring af
CRM være virkelighed
– ikke kun en drøm
Martin H. Jensen

2

Lokale: Titanium

MV-Nordic
SuperOffice CRM
integreret med NAV
Sishop, Keyforce

3

Lokale: Aluminium

Ways to Supercharge
SuperOffice CRM with
Apps (English)
InfoBridgre