

CLIENT WORK / Ongoing engagement · October 2026

From prospect research to 80+ client meetings.

Qualified prospect research and lead generation for IT, software, design, research and outreach services.

1,000+

prospects researched and qualified

500+

businesses researched

80+

client meetings earned

The short version

I researched more than 1,000 prospects across over 500 businesses, supplied qualification context and leads, and helped earn more than 80 client meetings for SokolDev. The work supported business development across IT, software, design, research, lead-generation and outreach services.

The client and the opportunity

SokolDev provides web and mobile development, UI/UX design, AI and workflow automation, staff augmentation, SEO and lead-generation services. My work supported the commercial side: identifying relevant businesses, qualifying prospects and helping the team start client conversations.

My contribution

I researched prospective clients and decision-makers, assessed their relevance to the service being offered, and delivered leads with qualification context. Research covered potential buyers of IT, software, design, research, lead-generation and outreach support.

I supported the path from research to meetings and tailored service proposals. Alongside this work, I contributed to R&D, analyst training, workflow creation, quality maintenance and strategy.

Results and deliverables

More than 1,000 prospects researched and qualified across more than 500 businesses.

More than 80 client meetings earned, with leads and research supporting the team's business-development activity.

Qualification context, lead handoffs and tailored service approaches that helped the team prepare relevant conversations.

What this means for your team

I can take on prospect research and qualification, deliver usable leads, and support outreach and interested-reply handoffs. The starting point is your service, target buyer and a clear definition of fit.

Engagement scope

These results cover SokolDev work. The AlphaRose investor campaign is presented separately and is not included in these totals.

Sources & scope

Campaign totals supplied by Furqan Ahmad, October 2026. Company service context checked against SokolDev's public website and LinkedIn profile. Meetings are business-development outcomes; revenue or signed-client totals are not claimed.

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