



HUGO DUNHILL MEDIA
 SALES LEADS * PROSPECTING LISTS * E-MAIL LISTS
 11211 John Galt Boulevard Omaha, NE 68137
 Toll Free: 800-223-6454 www.hdml.com

DB Source - Vice President of Marketing & Vice President of Sales
List: 6094-2

DB Source - Vice President of Marketing & Vice President of Sales

Count: 796,057

54% Male 100% Zip + 4 100% Phones 94% Fax Numbers

With a universe of 14 million businesses and 24 million executives, you now have the most comprehensive business information available. Hugo Dunhill Media is well recognized for its wide range of job titles -- over 200 are available.

Our DB Source database is multi-sourced using yellow pages and business white pages, along with annual reports, government data, business directories, corporate and executive registers and public records. In order to ensure accuracy, the file is then put through a telephone verification process to update and obtain additional information such as employee size, key contact name and primary SIC code.

The fact is that well-sourced, intelligently selected business lists and demographically rich databases are the most powerful tools for selling products and services in today's complex business environment. Reaching the right person with the right message is everything. Hugo Dunhill Media's DB Source database can do just that for you. We can help you locate new markets, identify new opportunities and build existing relationships.

The Vice President of Marketing is responsible for developing and executing a clearly defined marketing and communications strategy in a manner that supports consistent business growth and enhances brand equity and awareness. Managing all marketing functions to achieve the company objectives of sales growth, profitability and visibility, this position includes planning, organizing and staffing. The Vice President of Marketing ensures a consistent marketing message and position consistent with the corporate direction. The Vice President of Marketing reports to the Executive Vice President and Chief Marketing Officer.

The Vice President of Sales is responsible for revenues and the execution of the company's sales plan. This includes market competitiveness, pricing, compensation and distribution and channel strategy. The Vice President of Sales will drive the company's achievement of new customer acquisition and its revenue goals. The Vice President of Sales' responsibility could include business development. Reporting to the CEO, the Vice President of Sales is a member of the company's executive team.

Reach these Vice Presidents of Marketing and Vice Presidents of Sales for offers on Seminars, Subscriptions, Books, Recruitment and any other business related offer.

The DB Source - Vice President of Marketing & Vice President of Sales list is NCOA'd quarterly.

Selections by Job Title

Vice President of Marketing	215,619
Vice President of Sales	580,438

Selections by Employee Size

1-4	100,958
5-9	51,577
10-19	78,193
20-49	123,544
50-99	112,710
100-249	94,617
250-499	44,024
500-999	29,926
1000-4999	38,931
5000 & Over	3,645
None Listed	76,265



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Selections by Sales Volume

No Sales Volume Available	73,500
Under \$999K	78,096
\$1MM-\$4.9MM	124,321
\$5MM-\$9.9MM	79,355
\$10MM-\$24.9MM	115,868
\$25MM-\$74.9MM	92,092
\$75MM-\$199.9MM	56,940
\$200MM-\$499.9MM	36,128
\$500MM-\$999.9MM	20,715
\$1 Billion & Over	74,833

Other Selections

SIC 2, 3, 4, 6 or 8 digit	N/C
Primary SIC	N/C
Executive - Top Contact Name	\$20/M
By Job Title	add \$5/M
Number of Employees	\$5/M
Sales Volume	\$5/M
Company HQ/Branch/Single Location	\$10/M
Branches & Franchises of Chain Operations	\$10/M
Includes by Type (McDonald's, Ford, etc)	
Importers/Exporters	\$5/M
Year Business Started	\$10/M

Further Selections - Inquire for Pricing

- Home Based Businesses - Cottage Industry
- Minority Owned Businesses
 - Minority Class
- Small Businesses
- Minority Owned Businesses
 - Minority Class
- Women Owned Businesses

State Counts

AK	977	HI	2,969	MI	20,066	NV	4,207	TN	11,981
AL	6,290	IA	6,175	MN	21,732	NY	53,948	TX	47,373
AR	3,278	ID	2,416	MO	13,564	OH	28,607	UT	6,427
AZ	14,280	IL	45,446	MS	2,094	OK	4,169	VA	22,330
CA	107,709	IN	13,602	MT	1,396	OR	8,954	VI	--
CO	13,965	KS	5,537	NC	19,660	PA	29,475	VT	1,544
CT	13,146	KY	6,039	ND	1,482	PR	--	WA	19,719
DC	6,337	LA	5,606	NE	4,206	RI	2,410	WI	15,934
DE	2,195	MA	27,796	NH	4,161	SC	6,717	WV	1,039
FL	39,610	MD	17,601	NJ	29,148	SD	1,374	WY	691
GA	24,702	ME	2,311	NM	1,995	Total	796,057		

Pricing 25% Commission to Recognized Brokers

Base	\$ 80/M	Title Address	\$ 5/M	Cheshire	No Charge
Minimum Order	\$ 250	Job Title	\$ 5/M	PS Labels	\$ 7/M
Unlimited Use	\$ 160/M	Gender	\$ 5/M	Galley	\$ 10/M
Duplicate Set	\$ 40/M	SCF	\$ 5/M	Diskette	\$ 25/F
Run Charges	\$ 10/M	County	\$ 5/M	CD-Rom	\$ 25/F
Special Sort	\$ 5/M	Zip Codes	\$ 5/M	E-mail Delivery	\$ 25/F
Size Select	\$ 5/M	State	No Charge	Phones	\$ 15/M
Key Code	\$ 3/M	Zip + 4	No Charge	Fax Numbers	\$ 45/M

Contact

Tel: 800-223-6454 Email: counts@hdml.com