|  |  |  |  |
| --- | --- | --- | --- |
| **Project Name:**  Piersimoni\_IT\_AEC\_EngServ\_StratTerr\_FY22Q3 | **Project Number:**  TBD | **Fieldwork Start Date:**  23.09.21 in the morning | **Project Deadline:**  Partial delivery 11th Oct and final delivery on the 18th Oct |

**Desk Research / Data Sourcing Request Details:**

|  |  |
| --- | --- |
| **Data To be sourced by:**  22.09.21 in the morning | **Data Check Deadline:**  22.09.21 in the morning |

Please provide a sample prior to the full data sourcing: 50 ( a good mix of job functions/departments)

Quantity of Companies to Search: 47

Countires of Companies to Search: Italy (please also research other countries if there are other countries)

Quantity of Contacts Needed per record:Minimum: 15 per account (a good mix of job functions and departments) = 705 in total for the project, Maximum: 25 per account (a good mix of job functions and departments) = 1175 in total for the project

Additional Instructions:

* We find an even mix of job titles
* We find more Manager Level contacts than Manger + Level contacts since we can only opt in Manager Level contacts
* We find a similar number of contacts per company (12 contacts per company if possible)

Include Source for each contact (i.e. found on LinkedIn, Zoom etc): ☐ YES ☐ NO

Priority by Data Source: 1. Zoominfo

2. Cognism

3. LinkedIN

4. Google and on Website

Additional Instructions:

Contact Seniority Levels To Include:Mid Manager, C\_Level

Departments / Responisbilites: CAD/CAM, Architecture, Design, Architectural Design, Mechanical Design, MEP, Mechanical Engineering, Civil Engineering, Electrical Engineering, Structural Engineering, Engineering Operations, BIM, Construction Operations, R&D, Innovation, IT

Contact Title Sample Keywords:Director CAD/CAM, Director Architecture, Director Design, Director Architectural Design, Director Mechanical Design, Director MEP, Director Mechanical Engineering, Director Civil Engineering, Director Electrical Engineering, Director Structural Engineering, Director Engineering Operations, Director BIM, Director Construction Operations, Director R&D, Director Innovation, Manager CAD/CAM, Manager Architecture, Manager Design, Manager Architectural Design, Manager Mechanical Design, Manager MEP, Manager Mechanical Engineering, Manager Civil Engineering, Manager Electrical Engineering, Manager Structural Engineering, Manager Engineering Operations, Manager BIM, Manager Construction Operations, Manager R&D, Manager Innovation, Senior Manager CAD/CAM, Senior Manager Architecture, Senior Manager Design, Senior Manager Architectural Design, Senior Manager Mechanical Design, Senior Manager MEP, Senior Manager Mechanical Engineering, Senior Manager Civil Engineering, Senior Manager Electrical Engineering, Senior Manager Structural Engineering, Senior Manager Engineering Operations, Senior Manager BIM, Senior Manager Construction Operations, Senior Manager R&D, Senior Manager Innovation, Team Lead CAD/CAM, Team Lead Architecture, Team Lead Design, Team Lead Architectural Design, Team Lead Mechanical Design, Team Lead MEP, Team Lead Mechanical Engineering, Team Lead Civil Engineering, Team Lead Electrical Engineering, Team Lead Structural Engineering, Team Lead Engineering Operations, Team Lead BIM, Team Lead Construction Operations, Team Lead R&D, Team Lead Innovation, Lead CAD/CAM, Lead Architecture, Lead Design, Lead Architectural Design, Lead Mechanical Design, Lead MEP, Lead Mechanical Engineering, Lead Civil Engineering, Lead Electrical Engineering, Lead Structural Engineering, Lead Engineering Operations, Lead BIM, Lead Construction Operations, Lead R&D, Lead Innovation, Project Manager CAD/CAM, Project Manager Architecture, Project Manager Design, Project Manager Architectural Design, Project Manager Mechanical Design, Project Manager MEP, Project Manager Mechanical Engineering, Project Manager Civil Engineering, Project Manager Electrical Engineering, Project Manager Structural Engineering, Project Manager Engineering Operations, Project Manager BIM, Project Manager Construction Operations, Project Manager R&D, Project Manager Innovation, Coordinator CAD/CAM, Coordinator Architecture, Coordinator Design, Coordinator Architectural Design, Coordinator Mechanical Design, Coordinator MEP, Coordinator Mechanical Engineering, Coordinator Civil Engineering, Coordinator Electrical Engineering, Coordinator Structural Engineering, Coordinator Engineering Operations, Coordinator BIM, Coordinator Construction Operations, Coordinator R&D, Coordinator Innovation

VP of IT, Head of IT, Senior Director IT, Director IT, CTO IT, COO IT, CEO IT, CIO IT, CDO IT, Managing Director IT, CFO IT, Owner IT, General Manager IT

|  |  |
| --- | --- |
| Additional Set Up Notes: |  |