

# B2B Brand Metrics

FUNNEL



Awareness



Consideration



Purchase



Advocacy

GOALS

Get found by prospects and remembered by customers

Company considered by buyer in purchase decision

Sale transaction completed

Online advocacy, referrals, repeat purchases

KPIs

- Brand awareness
- Share of voice (drives referrals)
- Brand coverage or reach

- Brand engagement
- Brand recognition
- Dwell time
- AES (for ABM/MAS)
- Brand association

- New customer sales
- Up-sell & cross-sell
- CLV
- Campaign attribution
- Sales velocity

- Brand equity
- Retention
- Referrals
- NPS
- CSAT

*The Metrics that matter*



TOOLS

Hootsuite, Google Analytics, Panel Services, Pollfish

Adobe Analytics, Bombora, 6sense, DemandBase, MAS

Marketing Automation System (MAS, i.e., Marketo), CRM system

CRM system, social listening apps, Hootsuite

# Brand Management B2b International

**Padhraic Smyth**



## **Brand Management B2b International:**

## Reviewing **Brand Management B2b International**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Brand Management B2b International**," an enthralling opus penned by a very acclaimed wordsmith, readers attempt an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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