

# OSINT ANALYST

## MARKET & COMPETITOR INTELLIGENCE FOR DECISION-MAKING

Individual rate: personal analyst

Vladislav — Your B2B Active Sales Manager

### 1. PHILOSOPHY: INFORMATION IS POWER

I am your personal OSINT analyst. Not abstract "marketing analysis" — concrete intelligence: who your competitors are, what they're doing, how much their products cost, where their weaknesses are. Who your clients are, who makes decisions, what their pain points are, what they're buying right now. All from open sources, legally, quickly, tied to action.

What I do:

Direction	What Specifically
Competitive Intelligence	Prices, USP, sales channels, weaknesses, client reviews, tenders, competitor ad campaigns
Decision-Maker Intelligence	Who makes decisions at target companies: contacts, social media, publications, connections, interests
Trigger Monitoring	Hiring, investments, leadership changes, product launches, new market entries — buying signals
Market Analysis	Volume, segments, trends, supply gaps, promising niches
Decision-Maker Database	Direct contacts of decision-makers — not "reception", but the specific person

### 2. HOW I WORK

- Align the task with you: what needs to be learned, about whom, why
- Conduct intelligence through OSINT tools: registries, tenders, social media, databases, news, job postings
- Form a report with specific data and actionable recommendations
- Tie results to sales: not "interesting facts", but "who to call, with what, and why"

### 3. WHAT YOU GET

Result	Format
Competitor Map	Matrix: products, prices, USP, channels, weaknesses. Differentiation recommendations
Decision-Maker Database	50–300 contacts with direct details, ranked A/B/C by readiness
Trigger Report	Companies in the buying moment: hiring, investments, expansion, supplier changes
Market Overview	Volume, segments, trends, gaps, action map for 3–6 months
Radar Brief	Weekly monitoring: competitor news, triggers, new opportunities

### 4. WHY IT'S NEEDED

Companies make decisions "blind": they don't know competitors' real prices, don't see new clients, don't notice triggers. Marketing research costs hundreds of thousands and becomes outdated in six months.

I deliver a current market picture from open sources in 1–3 weeks — tied to your sales and concrete actions. Not abstract analytics, but answers to "who to sell to", "how to enter", and "where competitors are weak".

### 5. WORK FORMATS

Ready to discuss your challenge. Reach out and I will respond personally.

**Vladislavs Mamonovs**

Commercial Analyst & Sales Manager

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Format	What You Get
Express Intelligence (1 wk.)	Answer to a specific question: competitors, DMs, prices, triggers. Brief report
Market Overview (2–3 wk.)	Full analysis: competitors, segments, prices, trends. Action map
Radar Subscription (monthly)	Weekly monitoring of triggers, competitors, and opportunities
OSINT Leadgen Sprint (4 wk.)	50–150 companies with DM contacts, triggers, A/B/C ranking

## 6. PROBLEMS I SOLVE

- Don't know what competitors are doing — decisions made blind
- No quality client database — managers call "into the void"
- Market has changed, but the sales strategy hasn't
- Launching a product without analysis — don't know market volume and competition
- No monitoring system — competitors act while you find out last
- Inbound is scarce — don't understand where clients are and which signals to look for

## 7. WHY IT WORKS

When you know who is unhappy and why — a call becomes a problem-solving conversation, not a sales attempt. When you know about a tender before competitors — you win. When you have a direct DM contact with context — conversion is far higher. OSINT is not spying — it's professional analysis of open data that gives you the first-mover advantage.

Want to make decisions based on data, not intuition?  
Bring in the OSINT analyst — in 1–3 weeks I'll deliver a market map  
with specific recommendations for your sales.  
Competitors, DMs, prices, triggers — all from open sources.  
Don't need me — disconnect without risk.

Service description is based on real OSINT analytics experience in the B2B segment. Specific results may vary depending on industry and availability of open data.

Want to build a system of active B2B sales?  
Bring me in — I'll launch sales in 4–6 weeks.  
Working in parallel with your team, recording everything in CRM.  
Don't need me — disconnect without risk.

Ready to discuss your challenge. Reach out and I will respond personally.

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