Sales & Marketing Internship Challenge Puzzle

Please read the following questions and submit your answers attached to your cover letter. There’s no right or wrong answers, but please elaborate on your thought process.

1. What would be the best method to find the names of 50 businesses in Germany that sell fashion online (retailers) and have sales over 10M euros a year?

2. How would you go about finding the names of people from the marketing department in the companies found in #1?

3. How would you find the email addresses of the contacts found in #2?

4. When would be the best time to email a potential customer?

5. What would be more suitable - to email a prospect’s personal Gmail address or their business email? What are the pros and cons of both methods?