My Productivity Tools

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Sales processes, automation and hands-on commercial support for maritime businesses

Research the market. Focus the approach. Keep the conversation moving.

myproductivitytools.app

A prospect list is the beginning of the sales work

Your team still needs to know which accounts fit your products, who to speak to and how to move the conversation forward.

Who is worth approaching?	Which fleet, equipment and commercial facts make the account relevant?
What should we discuss?	Which product fits, and what do we still need to learn?
What happens next?	Who follows up, with what information and what action?

MPT builds the process and helps carry it out

My Productivity Tools is a brand focused on maritime sales. We bring together tailored sales tools, automation and people who carry out agreed commercial work alongside your team.

Build the process

Define the target accounts, qualification criteria, proposition and responsibilities.

Reduce manual work

Make research, account assessment and meeting capture easier to use in day-to-day selling.

Keep people involved

Use direct conversations, follow-ups and client meetings to understand needs and progress the agreed next steps.

Research the fleet and the people before you make contact

AI Matrix

Ask questions about companies, fleets, engines, personnel and company contact details. Research uploaded documents alongside licensed maritime records with source references.

Example questions: “Who handles purchasing at this company?” “What engines are fitted on this vessel?”

Maritime Intelligence

Browse Greek ship-management company and fleet records, or request a shortlist shaped around vessel types, build years and equipment criteria. Follow selected fleet, newbuilding and personnel changes.

Choose chat-based research or database access and prepared research. These are separate offerings; available detail varies by record.

Matrix helps decide which account and product to lead with

Combine fleet and equipment fit with what your team knows about the commercial situation.

Product fit

Assess each product against agreed technical and fleet criteria.

Commercial context

Consider product interest, contract reviews and existing installations, including facts that may block an offer.

Sales priority

See the recommended lead product, the reasoning and the information still missing. Use the ranking to plan the next approach.

Matrix sales scoring is tailored to your business and separate from AI Matrix research.

Keep the contact and the conversation ready for follow-up

Telegram Agent turns business-card photos and meeting notes into a HubSpot update that you review and approve.

Capture

Send the card, what you discussed and any agreed action through Telegram.

Review

Check the contact, company association, meeting and notes before approving the update.

Use the information

Keep the meeting context in HubSpot and save a vCard to your iPhone or Android contacts.

Other CRM compatibility is assessed on request.

Put people behind your account plan

Managed Support adds commercial setup, outreach, follow-ups and in-person client meetings to the work your team needs done.

Direct calling creates a conversation	Ask questions, hear objections and identify what is preventing the next step. Use that feedback to refine the approach.
Follow-up has a clear owner	Agree the target accounts, proposition, responsibilities and MPT's role in client conversations.
You stay close to the work	Weekly reports bring together activity, requests needing your input and planned follow-ups.

Each conversation makes the next approach better informed

Illustrative workflow for a maritime equipment supplier

Research the account

Find relevant fleets, available equipment details and the people involved.

Assess the fit

Apply the supplier's product criteria and identify what still needs checking.

Speak with the prospect

Discuss the requirement, existing setup, timing and blockers.

Record and follow up

Keep the meeting context and agreed next action available to the team.

Update the approach

Bring new commercial facts back into the account assessment.

The research, tools and commercial services can support different parts of this process. The combination and responsibilities are agreed for each engagement.

Maritime experience shapes the tools and the sales work

MPT is led by Stavros Papadakis, a marine engineer and commercial manager.

That combination connects vessel and equipment context with the work of qualifying an account, preparing a conversation and following it through.

The approach is practical: build a repeatable sales process, reduce unnecessary manual actions and use market feedback to improve the next step.

Choose the support your team needs

Use the tools	Research with AI Matrix, tailor account scoring with Matrix or capture meetings with Telegram Agent.
Commission research	Request maritime shortlists, reports and selected updates for your target market.
Add commercial execution	Agree the outreach, follow-ups and client meetings you want MPT to handle alongside your team.

Start with the part of your sales process that needs attention. AI Matrix has its own subscription; the other tools and services are scoped and quoted separately.

My Productivity Tools

Let's discuss your sales process

Tell us what you sell, who you want to reach
and where the work slows down.

We can walk through the relevant tools and discuss the research or commercial support your team needs.

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