



Integrated Sales and  
Digital Marketing Strategy

2026

## Integrated Sales and Digital Marketing Strategy 2026

### Introduction

Thank you for the opportunity to develop a tailored sales and digital marketing strategy for Takgalang Consulting. Takgalang delivers Construction Project Management (CPM), Quantity Surveying (QS), Construction OHS, and Concrete Pump Services under one accountable team - enabling clients to plan confidently, control cost, and execute safely on site.

This strategy combines targeted outreach, a high-trust digital presence, and conversion-led content across LinkedIn, Facebook, Instagram and YouTube, supported by Google Search and Google Ads. A structured three-month content calendar strengthens visibility, demonstrates capability, and guides prospects from first awareness through to enquiry and quotation.



The objective is clear: increase brand visibility, generate qualified leads, and position Takgalang as a dependable partner for programme certainty, commercial clarity, compliance readiness, and on-time pours. Leveraging Takgalang's integrated delivery model, we will engage contractors, developers, engineers and ready-mix partners across private and selected public-sector opportunities.

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## Overall Goals & Objectives

*Build Trust. Win Work. Repeat.*

This strategy is designed to increase visibility, convert attention into enquiries, and turn projects into long-term relationships.

### 1) Brand Awareness & Credibility

Be seen by the right people - and look the part.

- Grow visibility for CPM, QS, Construction OHS and Concrete Pump Services in South Africa's built environment.
- Position Takgalang as a dependable delivery partner - on time, within budget, and safety-first.

#### Lead proof:

- Inbound enquiries
- LinkedIn decision-maker engagement
- Increased branded searches

### 2) Lead Generation

Turn visibility into meetings, quotes and signed work.

- Capture high-intent enquiries from contractors, developers, engineers and ready-mix depots.
- Build a consistent pipeline using multi-channel outreach (LinkedIn + email + calls/WhatsApp) and supplier/referral partnerships.

#### Lead proof:

- Meetings booked
- Quotes issued (with value)
- Partner referrals received

### 3) Customer Engagement & Retention

Stay close to clients - and earn repeat work.

- Keep clients informed with availability calendars, planning support and project updates (pour plans, sequencing/access, valuations/progress certificates where relevant).
- Drive repeat bookings through proactive communication and structured follow-ups.

**Lead proof:**

- Repeat bookings
- Cross-sell (QS/OHS/CPM)
- Testimonials & referrals

**4) Partnerships & Referral Growth**

Become the default partner in your network.

- Build relationships with ready-mix suppliers, engineers and high-volume contractors to unlock ongoing referrals and repeat pours.

**Lead proof:**

- Partner-sourced leads
- Recurring work
- Stronger contractor network

**Target Audience**

We focus on buyers who need reliability, speed and accountability - decision-makers who value programme certainty, cost clarity, safety compliance, and on-time pours.

**1) Industries & Sectors**

Where Takgalang wins work

- Private Sector (Primary): Main contractors, developers/REITs, industrial and commercial projects needing CPM, QS, Construction OHS and pumping.
- Industry Stakeholders (High Referral Value): Engineers, architects and ready-mix suppliers looking for dependable pumping partners and commercial clarity.
- Public Sector / SOEs (Selective): Framework, overflow, or specialist PM/QS/OHS support where relevant.

**Lead proof:**

tender invites

- RFQs
- Partner referrals
- Repeat contractor work

**2) Geographical Focus**

Where we concentrate effort

- Primary urban hubs: Johannesburg & Pretoria (core focus), Durban (secondary).
- Growth corridors: Polokwane corridor and fast-developing suburbs requiring modern construction support and reliable pumping.

**Lead proof:**

- Local enquiries
- Depot partnerships
- Repeat work in priority zones

**3) Key Decision-Makers & Influencers****Who we target directly**

- Site & delivery: Contracts Managers, Project Managers, Site Agents (programme certainty and execution speed).
- Commercial & control: Quantity Surveyors and Commercial Managers (measurement, valuations, claims clarity, cost control).
- Procurement & supply chain: Procurement Officers and Ready-mix Depot Managers (reliability, compliance, slotting efficiency).
- Safety & compliance: Safety Officers / OHS Managers / Principal Contractor reps (legal compliance, safe systems, audit readiness).

**Lead proof:**

- Meetings booked
  - Quotes requested
  - Approved vendor status
  - Preferred supplier list placement
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**Messaging Considerations**

The message must signal one thing: delivery you can trust.

Clear, site-relevant and decision-maker friendly - focused on outcomes, not buzzwords.

- Quality & reliability: On-time pours, disciplined planning, and delivery aligned to programme milestones.
- Integrated delivery: One accountable team across CPM + QS + Construction OHS + Concrete Pump Services - fewer handovers, faster mobilisation, cleaner coordination.
- Safety & compliance: Audit-ready systems (RAMS, inductions, toolbox talks, safety files, test cubes where required).
- Commercial clarity: Clear scope, assumptions, measurement logic, valuations/progress certificates (where applicable), and structured variation control.
- Site support & practical insight: Access, reach, sequencing and pour planning that prevents delays, rework and stoppages.

**Lead proof:**

The message speaks directly to risk, delivery certainty and cost control.

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## Social Media Strategy

**The goal:** credibility + enquiries

Posting happens once per week using one “core post” that is repurposed across platforms. YouTube is handled separately at 1 video per month.

Each weekly post must do one of two jobs:

1. Build trust (proof, professionalism, site competence)
2. Trigger enquiries (availability, capability, quote requests)

## Weekly Publishing Rhythm

1 core post per week

- LinkedIn: full version (B2B + credibility + CTA)
- Facebook: shorter local version (Call/WhatsApp CTA)
- Instagram: visual version (reel / carousel / single image + short caption + CTA)
- YouTube: 1x per month (60–120 sec) — optional but high-trust

## LinkedIn (Primary B2B Channel)

**Purpose:** decision-maker visibility, credibility, relationship building.

**Weekly themes (rotate):**

- Execution insight
- Commercial clarity • safety & compliance • proof of work

**Weekly actions:**

- Post once per week
- Connect with 10–20 targeted decision-makers per week
- Send 5 follow-up messages to warm contacts per week
- CTA examples: Request availability / Book a site assessment / Request capability pack

## Facebook (Local Reach + Retargeting)

- Post the weekly content in a shorter format
- Boost only the strongest posts to GP/LP/KZN audiences (tight radius)
- Pin a “How to book a pour” / “Request a quote” post

## Instagram (Visual Proof + Site Culture)

- One weekly visual asset
- Focus on real work: setups, line runs, sequencing, housekeeping, safety moments
- Link in bio to “Request a Quote / Book a Site Visit”



## YouTube (Monthly Trust Builder)

One short monthly video that supports proposals and credibility:

- Pour Planning Checklist
- Boom vs Line selection
- What clients receive (documentation + compliance)

### Cross-Platform Rules

- Every post includes one clear CTA (Call / WhatsApp / Quote / Site visit)
  - Use real work visuals over stock imagery
  - Log every enquiry in the lead tracker with source and next action
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## Blog Post Strategy

### Purpose

Turn search traffic into qualified enquiries and reinforce authority.

### Frequency

- 1 blog post per month (evergreen, built to rank)

### Pillars

- Pour planning & pump selection
- QS commercial control
- Construction OHS compliance
- Case studies
- Site logistics

### Distribution

The blog becomes the “anchor” content, promoted through the weekly social post in the release week.

### Lead Outputs

#### Each blog includes:

- 1 clear CTA (quote / site assessment / capability pack)
  - A conversion point (WhatsApp, form, call)
  - Tracking links (UTM) for reporting
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## Google Ads Strategy (Simple & Effective) - Budget: R5,000 per month

What we're trying to achieve

Generate real enquiries from people already searching for Takgalang's services.

The most important rule (to protect the budget)

We will not advertise all services at once. We choose one service and focus for 3 months.

### Why this works:

- Concentrated spend produces faster results and cleaner learning
- Messaging is clearer
- Landing pages match search intent
- Performance becomes measurable and optimisable

### How ads will work

1. Google Search Ads (main channel) - ads appear for high-intent searches and drive users to the relevant service page with Call/WhatsApp/Quote actions.
2. Remarketing (secondary) - small follow-up ads to website visitors to increase conversion.

### Budget breakdown

- R4,000/month - Search Ads (lead generation)
- R1,000/month - Remarketing (follow-up)  
(If Search outperforms in month 1, we can allocate the full R5,000 to Search and add remarketing later.)

### Where we advertise

Start with Johannesburg & Pretoria, then expand once performance is stable.

### How we measure success

- Enquiries (calls/WhatsApp/forms)
- Best searches and locations
- Cost per enquiry
- Improvement actions for months 2-3.

### Client decision

Choose the ONE service to advertise first for 3 months:

1. Concrete Pump Hire (fastest lead cycle)
2. Quantity Surveying (higher value, longer cycle)
3. Construction Project Management (trust-based, longer cycle)



## Direct Client Outreach Strategy

### Purpose

Digital builds visibility - outreach converts it into booked work.

### Weekly outreach actions

- Initiate contact with contractors, developers and engineers
- Qualify needs (programme pressure, access constraints, timelines, scope)
- Book next step (site review / capability call / quote appointment)
- Follow up consistently and track every lead

### Outcome

A disciplined outreach rhythm that turns visibility and referrals into meetings, quotations and booked work.

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### Financial Targets

#### Pipeline goal (12 months)

Build a R5 million sales pipeline through: weekly visibility, Google Ads (R5,000/month), monthly blog content, outreach, referrals, repeat work and cross-selling across services.

Pipeline value refers to the total value of live opportunities (quotes + active discussions), not only closed sales.

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### Measurement & Reporting

#### Primary (what matters most)

- Leads received
- Meetings booked
- Quotes issued (value)
- Win rate
- Pipeline value

#### Support metrics (channel health)

- Social reach/engagement/clicks
- Google Ads cost per lead and conversion rate
- Blog time on page and enquiries
- Outreach contact-to-meeting ratio

## Lead tracking (non-negotiable)

Every enquiry logged with:

- Source
- Service
- Location
- Status
- Next action date

## Review cycle

- Monthly performance check-in
- quarterly optimisation review

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## Closing Statement

This integrated sales and digital marketing strategy positions Takgalang to expand market presence and strengthen its reputation for site-smart planning, safety-first execution, and commercial clarity. By combining consistent digital visibility, R5,000/month targeted lead generation, and disciplined outreach, Takgalang is set to build a strong pipeline and deliver sustainable growth through 2026 and beyond.

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## Marketing Element Updates:

<https://www.takgalang.co.za/marketing>

## New Website Option:

<https://www.mockdemo.online/>