

(1) 公司名称叫 KAPCI COATINGS,首先在懒人工具中输入公司名称

懒人外贸开发工具

思路：找公司→找人→挖邮箱；手段：搜索→猜测→验证

kapci coatings

提交

请输入知名客户网址作为参考，也可只输入关键词：福步懒人工具QQ群 243255839 / 499605672可加

懒人工具开发客户成功部分案例：

2: 几个月的懒人心得

3: 【案例】我与懒人的外贸

4: 谁有波兰GOCLEVER SP. Z O.O这个公司采购的联系方式

(2) 接下来直接搜索 linkedin 是否含有 kapci coatings (适用小公司)

» tradermanager搜索海关数据(用产品查) 巴基斯坦 印度 英国 美国

» 北美海关数据kapci coatings 用产品查I 用产品查II 用卖家查 用买家查

» 其他海关数据kapci coatings 印度 巴基斯坦2014年 巴基斯坦

» 通过商标查公司(需打开后输入查询) 欧洲商标 美国商标 马德里商标 全球品牌

» 用Mapquest地图搜索北美kapci coatings商家 点此搜索

» 用Google搜索网址内含有 kapci coatings 墙外搜 墙内搜 墙内搜 墙内搜 墙内搜 墙内搜

» 找寻linkedin上的海外ebay超级卖家 kapci coatings 墙外搜 墙内搜 墙内搜 墙内搜 墙内搜 墙内搜

» 搜索linkedin是否含有 kapci coatings (适用大公司) 墙外搜 墙内搜 墙内搜 墙内搜 墙内搜 墙内搜

» 搜索linkedin是否含有 kapci coatings (适用小公司) 墙外搜 墙内搜 墙内搜 墙内搜 墙内搜 墙内搜

(3) 直接由海外采购经理的链接，小小的激动，马上点开

Ahmed Shalaby | LinkedIn
<https://www.linkedin.com/in/ahmed-shalaby-6a9b1879>
financing & liquidity manager (SAP) at kapci coatings - kapci coatings
Ahmed Shalaby. financing & liquidity manager (SAP) at **kapci coatings**. Industry: Chemicals ...
financing & liquidity manager (SAP). **kapci coatings**. Present ...

Wael Elsakka | LinkedIn
<https://www.linkedin.com/in/wael-elsakka-68501b27>
Egypt - Automotive paints R&D manager at Kapci Coatings - Kapci Coatings
Wael Elsakka. Automotive paints R&D manager at **Kapci Coatings**. Location: Egypt; Industry: Chemicals. Current. **Kapci Coatings**. Previous. **Kapci Coatings**.

Dr. Eng. Waleed Helmy | LinkedIn
<https://www.linkedin.com/in/dr-eng-waleed-helmy-303b9b2>
R&D Section head at Kapci Coatings. Amr El-Sayed. Member of Board of Directors at **Kapci Coatings** ... production unit manager at **Kapci Coatings**, LBB , CMPO ...

Renato Frondaroli | LinkedIn
<https://www.linkedin.com/in/renato-frondaroli-b6b52917>
L'Aquila Area, Italy - managing director at civilten (pty)ltd - kapci coatings abruzzo
Current. **kapci coatings abruzzo**; civilten (pty)ltd. Education. University of South Africa/Universiteit van Suid-Afrika. 34 connections. Join LinkedIn and access ...

Saber Gouda Kapci | LinkedIn
<https://www.linkedin.com/in/saber-gouda-kapci-22ba2389>
Egypt - foreign purchasing manager at Kapci Coatings - Kapci Coatings
View **Saber Gouda Kapci's professional profile** on LinkedIn. LinkedIn is the world's ... foreign purchasing manager at **Kapci Coatings**. Location: Egypt; Industry ...

(4) 点开 after，发下还在 kapci 公司任职，越来越激动啦


Saber Gouda Kapci 2nd
foreign purchasing manager at Kapci Coatings
Egypt | Alternative Medicine

Current **Kapci Coatings**


Follow ▼ 187 followers

<https://eg.linkedin.com/in/saber-gouda-kapci-22ba2389>

Background

 Experience

foreign purchasing manager
Kapci Coatings
December 1999 – Present (16 years 8 months) | port said



(5) 接下来就是找公司的公共邮箱，在懒人工具界面里点 mail 这个选项，

Google 搜索法

- » 原汁原味的google基本搜索 kapci.com [墙外搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜]
- » 泛找这个客户的类似客户 related:kapci.com [墙外搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜]
- » 泛找这个客户的邮箱 kapci.com mail [墙外搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜]
- » 泛找这个客户老板的邮箱 kapci.com CEO OR President mail [墙外搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜]
- » 在官网找这个客户的邮箱 site:kapci.com mail [墙外搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜] [墙内搜]

The last option, "在官网找这个客户的邮箱 site:kapci.com mail", is highlighted with a red underline.

(6) 然后点击 kapci 官网

Google site:kapci.com mail

All Apps Maps News Images More Search tools

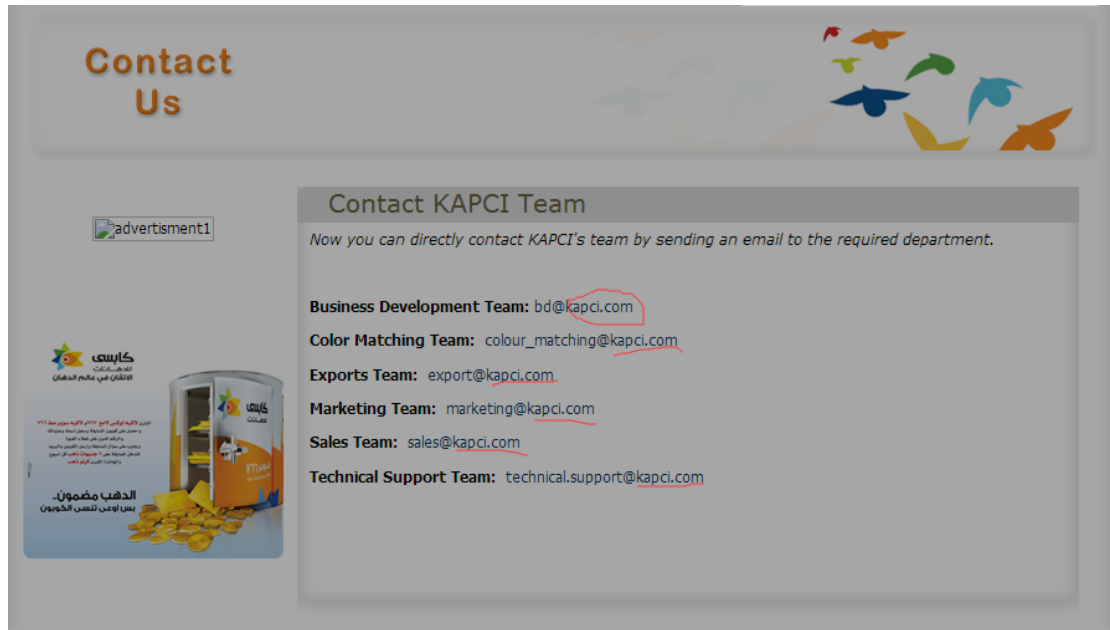
1 result (0.43 seconds)

¥151 Domain Name - Register Your Domain Today
Ad jp.godaddy.com/ ▼
The World's #1 Domain Registrar.
World's Largest Registrar · Award-Winning Support · 100's of New Domains
Website Builder Web Hosting
SSL Certificates Country Specific Domains

Contate-nos - KAPCI Coatings
www.kapci.com/contatenos/tabid/262/.../Default.aspx ▼ Translate this page
Agora você pode entrar em contato diretamente com a equipe da Kapci enviando um e-mail para o departamento específico. Equipe de Desenvolvimento de ...

Gmail For Work
Ad apps.google.com/Gmail ▼
Get Gmail For Your Domain With Google Apps. Start Your Free Trial
24/7 Phone Support · Flexible & Scalable · Business-grade Security
Services: Productivity Tools, Professional Email, Gmail On Mobile, Customized Email...
Free Gmail Trial · Branded Email · Access on Devices · Google Apps Integrated

(7) 点开找 contact us



(8) 由上图得出公司的企业邮箱格式应为 frist name last name@kapci.com，接下来就是利用强大的邮箱穷举猜测工具，这里有个问题，linkedin 上采购经理的名字叫 **Saber Gouda Kapci**，那是不是名+中间名+姓的格式呢，仔细观察发现，Kapci 就是公司的名字，所以猜测采购经理的名字是 **Saber Gouda**，把名字、域名输入查询就好了

邮箱穷举猜测工具

提供34+ 邮箱命名组合/提醒名字昵称，如涉及中间名请用-> 高级版

First Name :

Saber

Last Name :

Gouda

Domain :

kapci.com



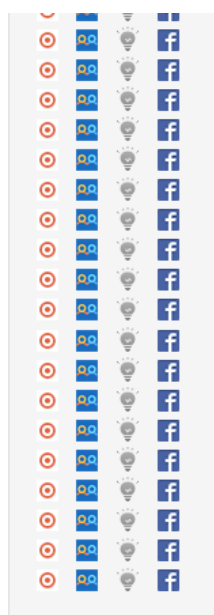
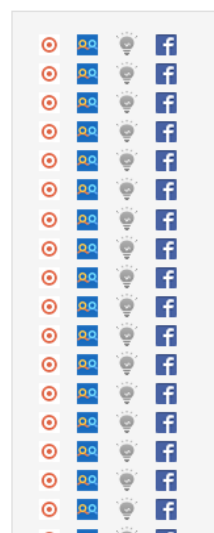
是否同时检测邮局真实存在（知名公司无需检测）： 否 是

Submit

(9) 出来这么多邮箱，全部复制下来，最后一个不要（穷举验证里 最后一个邮箱不需要复制进去的 那是我们设置一个错的邮箱 是提供给 mailtester 验证的时候使用 参考 <http://bbs.fobshanghai.com/thread-6299900-1-2.html>)

邮箱穷举猜测工具

请用拷贝粘贴下列猜测邮箱到Gmail发新邮件收件人处验证. 无需发送, 但需要事先已经翻墙并安装 Rapportive插件, 点此查看帮助. 进一步猜测含中间名的邮箱, 请使用高级版



(10) 打开 gmail，把刚才复制下来的邮箱全都黏贴到一个新邮件中

The image shows a screenshot of an email client interface. On the left, a 'New Message' window is open, displaying a list of email addresses in the 'To' field. The addresses include various combinations of 'saber', 'gouda', and 'kapci' domains. A profile card for 'Saber Gouda Kapci' is visible on the right side of the screen. The profile card shows a placeholder for a profile picture, the name 'Saber Gouda Kapci', the email address 'saber.gouda@kapci.com', and the location 'Egypt'. Below the profile card, there is a red text annotation: '信息和linkedin上完全一致' (Information is completely consistent with LinkedIn). Further down, it says 'foreign purchasing manager at Kapci Coatings'. There is also a 'LinkedIn' button with a 'CONNECT' option. At the bottom of the profile card, there are links for 'support | privacy | my profile' and a 'rapportive' logo.

(10) 最后就是写开发新啦，通过懒人工具找到正确的人开发信，可以大大提高回复率，所以要感谢懒人工具，希望童鞋们（我也是）一起加油，好好利用这个工具，加油！