

Benjamin Collins is Head of Sales at FavorDrop, bringing more than 15 years of experience across sales, marketing, business development, and revenue growth. Throughout his career, Ben has focused on building scalable sales strategies, developing high-performing teams, and helping organizations turn stronger customer engagement into measurable business results.



At FavorDrop, Ben leads sales strategy and market expansion, working with organizations across automotive, home services, financial services, insurance, and other industries to rethink how they engage prospects and customers. His approach combines technology, automation, and relationship-driven selling to help businesses generate more opportunities, improve conversion, strengthen customer loyalty, and maximize the value of their existing marketing and CRM ecosystems.

Ben is passionate about helping businesses move beyond traditional promotional outreach and create customer experiences that are more personal, measurable, and effective.

FavorDrop is a customer engagement platform built to help businesses turn generosity into measurable growth.

Through automated, time-bound digital promotions, FavorDrop helps companies create meaningful interactions with prospects and customers at critical points throughout the customer journey. Campaigns can be incorporated into existing CRM, email, SMS, and marketing automation strategies, allowing businesses to engage customers at scale while tracking performance and ROI.



FavorDrop can support lead conversion, prospect re-engagement, customer retention,

referrals, loyalty initiatives, employee recognition, and customer appreciation. Its fund bounce-back model allows unused promotional funds to return for future campaigns, helping businesses create large-scale programs while reducing wasted promotional spend.

With more than **1 million FavorDrops sent**, FavorDrop is helping businesses transform simple moments of generosity into a powerful strategy for building trust, increasing engagement, driving revenue, and creating stronger customer relationships.

Thank you,

Ben Collins
Head of Sales

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