

Sales Acceleration for Modern Sales Teams

Sales Dialing and Emailing Perfected for Salesforce®.

Most sales leaders know phone and email communication tools are essential for increased sales activity. Modern sales leaders know that sales teams need to focus on the right sales activities to unleash their growth potential.

The Growth Equation

More Sales Activity + Focused Sales Activity = **Accelerated Growth**

Velocify Pulse™ has perfected sales dialing and emailing by enabling an unprecedented level of focus on executing your sales team's optimal sales process. We not only provide best-in-class sales communication tools, we enable sales leaders to enforce their unique sales process, make it easy for sales reps to follow that process, and bring it all together within Salesforce.



Enforce your unique sales process.



Sales Dialer

Reliable, flexible, and built specifically for sales teams with features like click-to-call, local presence, inbound/outbound blending, and advanced sales activity/outcome reporting.



Sales Email

Connect your corporate email to Velocify Pulse and unleash the power of our email composer that leverages Salesforce templates, allows for personalized batch emailing, and features a real-time email tracker for immediate buyer insights.



Prescriptive Engagement

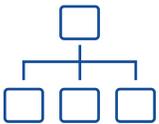
Take Salesforce to the next level by enforcing your unique sales process and focusing reps on the right sales activities. Velocify Pulse makes it easy for sales leaders to create, modify, and enforce sales workflows and makes it easy for sales reps to follow those workflows.

FEATURES



Sales Communication

Phone, email, and text, all within Salesforce. Sales reps save time and are more productive with all the communication tools they need in one place.



Workflow Builder

The easy-to-use workflow builder allows sales leaders and sales operations managers to create and modify their sales process within Salesforce. With visual drag and drop functionality, your sales team can quickly adapt to constantly changing sales objectives. No Apex coding required.



Prioritized Sales Activities

Velocify Pulse is the only platform that gives sales reps a dynamic and prioritized view of all their sales activities. This view enforces your sales process by displaying a prioritized list of activities based on your contact strategy.



Buyer Insights

Automatically pull Lead, Contact, Opportunity and Account information right into the priority view. Display info such as call logs, lead scores, important account notes, data mining tools, or any other third party data to better inform reps before they act on the Salesforce object.



Automation

Velocify Pulse automates routine data entry and follow up tasks. For example, reps simply choose the action they took, such as "Called: Left Message" and the system automatically updates the status, schedules the next event, sets a reminder, and even triggers an email if applicable. Turn five tasks into one!



Accurate CRM Data

Since statuses are updated as determined by your workflow, Salesforce data is finally accurate and actionable, facilitating pinpoint reporting and forecasting. No more worrying whether or not your reps are updating statuses or if they are updating statuses correctly.

“Velocify has packaged email and telephony into their sales workflow in a great way. More importantly, with Velocify Pulse I know my sales development team will work with the necessary rigor and discipline to achieve their goals.”

- Ray Miller, Senior Marketing Operations Manager, Social Tables

Learn more at velocify.com/pulse or contact us at 888.843.1777

About Velocify®

Velocify is the leading sales acceleration platform, helping more than 1,500 sales teams sell more by bringing speed and control to the entire sales process. Velocify helps sales teams prospect with more precision, accelerate lead engagement, and implement optimized workflows, ultimately helping sales teams find and convert more leads.