

Personalize Communication at High Velocity



Communication

Communicating in the right way, at the right time, to the right person can make or break a deal.

Velocify Pulse™ orchestrates your calling and email activities so you can engage with decision makers in a more meaningful way, at the ideal times in the sales cycle.

MORE TALK TIME = FASTER CONVERSIONS

Velocify Pulse integrated dialer, Dial-IQ™, allows your team to move fast, but stay in control of the optimal sales process. It's an inbound and outbound dialer built specifically for sales teams that need to operate with a sense of urgency.

Outbound Features

- **Click-to-Dial** Place and manage calls efficiently with a single click
- **Local Presence** Operate like a local business and boost contact rates by calling prospects from their own area code
- **Targeted Voicemails** Pre-record voicemails to immediately move onto the next call without missing a beat
- **ShotgunConnect™** Send transfer requests via screen pops or phone notifications to reward the fastest sales rep with the lead
- **Advanced Call Transfer** Facilitate the flow of time sensitive leads with robust call transfer features including cold, warm, and no-hold transfers
- **Power Dialing** Power through call lists quickly and efficiently with single click "Next Call" feature
- **Call Recording** Automatically record sales calls for coaching or training purposes

Inbound Features

- **Number Provisioning** Easily provision toll-free and local numbers to gain better control of your inbound calls
- **Call Routing** Route calls to sales agents based on campaign and lead distribution strategies
- **Interactive Call Menus** Get your team up to speed faster with intuitive call menu options

Learn more at www.velocify.com 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.

Never Forget to Send the Right Email Again

Sending personalized, relevant emails is laborious, but can have a significant impact on results. TriggerMail™ automatically creates and sends impactful and personalized emails at exactly the right moment in the sales cycle. Say goodbye to handwritten reminders forever.

- **Easily integrate** TriggerMail with Pardot, Marketo, ExactTarget, and Salesforce emails
- **Create targeted email** templates for critical points in the sales engagement process
- **Ensure emails are always sent** at the appropriate time with automatic triggers

The screenshot displays the Velocifypulse CRM interface. A lead card for Jonas McClain is highlighted, showing contact details and a call log. The call log includes a 'Call Next Lead' button, a 'Connected' status, and a 'Commit Action' button. The background shows a list of leads with columns for First Name, Last Name, Phone, Company, and Zip Code.

First Name	Last Name	Phone	Company	Zip Code
Walter	-White-	(555) 123-4567	-ABC-Carwash	28006
Jonas	McClain	(555) 231-4587	Marvel	28006
Kip	Sweeney	(555) 779-4663	Google	24256
Life	Andrews	(555) 211-4587	Montano, Inc.	08008

Call Next Lead
Caller ID (555) 123-4568
Connected
Jonas McClain
Velocify
(555) 231-4555
Status: New
Contacted
Notes
Call went well, scheduled a demo with his boss.
Commit Action
Velocifypulse

Call Log:
Lead Distributed 6 days ago
Last Attempt 4 days ago
Last Contact 4 days ago
Qualified Yesterday

Call Log Details:
Call Jonas Back
Looking for a 50-150 seat subscription for 2-5 years maximum. Called left a message and followed up with a nurture email campaign, scheduled a demo with boss.
Demo Scheduled
Had demo and went really well, he wants to go through pricing and also have another discovery call with his boss and demo after that if all goes well.

Information:
Alexis, North Carolina, 28006
6:49 PM | 72°
Map showing location in North Carolina.



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