

5 KILLER TIPS TO HIKE UP LEAD GENERATION VIA TELESALES

MORE LEADS
STRONGER SALES OPPORTUNITIES

HOW DO YOU GENERATE MORE LEADS?

Telesales! Via its unique methodologies drive effective lead generation.

HOW DO YOU MASTER EFFECTIVE LEAD GENERATION THROUGH TELESALES?

Let's have a look at some useful tips:



PREPARE A CALL BLUEPRINT

What?

Defined "checkpoints" to help align offerings with prospective customers' business needs.

Why?

A consistent plan boost overall performance by almost **50%**.

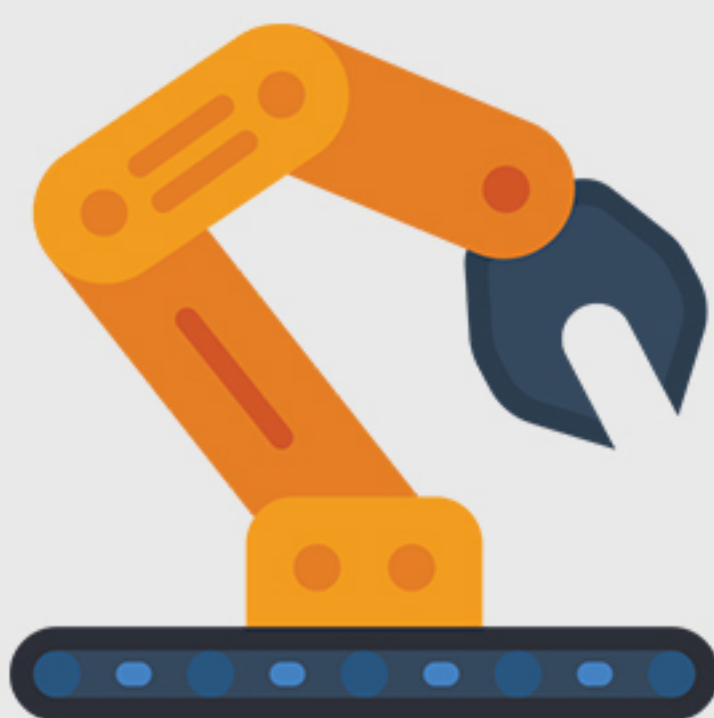
EMBRACE INNOVATION

What?

Innovation enhances the productivity and up-skilling when aimed at alleviating customer's pain points.

Why?

36% of successful sales organizations credit innovation for lead conversion.



INVEST IN BETTER TOOLS

What?

To fasten decision-making process and measure the team performance real time.

Why?

50% of sales teams reported improved productivity with an intelligent CRM tool.

ALIGN MARKETING AND SALES TEAMS

What?

Marketing aids in lead generation and Sales feeds in the consumer needs and insights.

Why?

Closely aligned teams have witnessed **24%** faster growth revenues in a three-year period.



HIRE AND TRAIN WISELY

What?

Key to build a high-performing sales team aligned to the target market.

Why?

76% of sales professionals who rate their training 'effective' agree that they are satisfied with their jobs.

SO WHAT ARE YOU WAITING FOR?

Chuck the stone-age processes and efforts – you just need to refurbish your nurturing efforts towards jacking up the potential and efficiency of the telesales team.

Sources:

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