

INBOUND LEAD MANAGEMENT



PROGRAM OVERVIEW

Our Inbound Lead Management Program offers proper routing for customers, visibility of needs, and the ability to track your opportunities. Our program can work in your salesforce instance, or you can work with our CRM team to create a custom salesforce instance through us.

TYPES OF INBOUND LEAD MANAGEMENT

Our Inbound Lead Management program can support web leads, chat support, and directing traffic. Our program can also support campaign based leads, trade show based leads, inquiry based leads, or any other leads that may be populated from the customer's end. Our Inbound Lead Management program weeds out the good and bad leads. This allows for only the best, high quality leads to come across your desk.

OUR PROCESS

When you start an Inbound Lead Management program with us, you will be assigned not only one person, but a whole team. This team will ensure that your program is on the track for success. We have a follow up process in place that works with salesforce to send notifications if there has been no follow up from the sales reps. This process helps maintain the level of recent activities to make sure that each lead and prospect is being contacted in a sufficient amount of time.

ADDITIONAL SUPPORT

Our services don't stop at Inbound Lead Management, we offer a wide variety of new business development and CRM services. We offer Outbound Lead Management, Data Services, Customer Satisfaction, and Salesforce.com implementation, consulting, and support.