

Koncert Cadence

Multi-channel sales sequencer. Phone. Email. Video. Text. Social. Cadence provides your sales reps with automated multichannel sales workflows spanning phone calls, email, texts, and social touches tied to analytics and CRM synchronization.



Functionality

Superior Sales Engagement

- Communicate across phone, email, text, and social channels, following a structured set of tested, outbound cadences.
- Prioritize sales activities based upon lead scores and AI recommendations.
- Follow scripts and email templates that ensure reps stay on message.
- Employ cadences designed for target verticals, products, or stages of the buyer's journey.
- Automatically capture sales activities and sync them with Salesforce and other leading CRMs.
- Know whom to call next, and which prospects are actively searching for solutions like yours

Managed Messaging

- Deploy personalized emails from a library of tested, targeted messages.
- Create one-off messages with images, attachments, and custom signatures.
- Track email response and click through rates via dashboards and reports.
- Complies with CAN-SPAM and CASL regulations.
- Supports Gmail, Exchange, and Office 365.

Pick Your Dialer

- Combine Cadence sequences with one of our dialers based on time and objectives
- Click Dialer: A Salesforce-based click-to-call app with local caller ID, call recording, and auto voice messaging
- AI Power Dialer: A list-based power dialer for sales reps
- Agent-Assisted Dialer: A human-powered dialing program that increases sales productivity by 8x.
- Additional features include remote call monitoring by managers, remote coach during monitored calls, dashboards, and full dialing visibility.

What's New?

Notification Panel

- Get notified of your prospects' actions in order of most recent, so you can react almost immediately.
- Take action on the fly straight from the Notification panel.
- Set up notifications for the information you want to receive, and what you don't.

Text Touches

- Offers an expanded ability to interact with prospects through their mobile phone number.

A/B Testing

- Send out multiple templates to a sample of prospects.
- Identify the best-performing template.
- Maximize your chance of winning a big deal with the right messaging.

Cadence eliminates much of the busywork in prioritizing prospects, scheduling follow-up tasks, and composing messages, allowing sales reps to focus on what they do best—selling.