

Click Dialer

Convenience and Auto-Sync with Computer Dialing

Click Dialer is a click-to-call dialer that is embedded directly within Salesforce, Hubspot or other CRM. It comes with Koncert's Cadence sales engagement software. Sales reps need not use their phones; the calls are made and tracked within the CRM.



Functionality

Dedicated Conference Bridge

Provides quality voice connections and reliability.

Pre-Record and Drop Voice Messages

Drop your choice of pre-recorded voice messages instantly and move on to make the next call

Cadence Included

All of Koncert's dialer solutions now come with Koncert Cadence software included. Manage your prospect communications within your CRM with pre-planned strategies.

Return on Investment Module for Salesforce Users

Track business opportunities based on Call Outcomes. Part of Koncert's best-in-class reporting and dashboards for all our dialer solutions.

Out of the Box CRM Integration

Koncert has native integration with Salesforce, is endorsed by Salesforce and is available on its AppExchange. Koncert is also endorsed by Hubspot and is on its Marketplace. Koncert works with all major CRM solutions.

Remote Coach[®]

Monitoring Mode: Sales managers can listen to live conversations.

Whisper Mode: Sales managers can provide suggestions to the rep during a live conversation without the recipient of the call hearing it.

Sync Call Results and Follow-Up Activities

Bi-directional sync with Salesforce, Hubspot or other CRM keeps data fresh, ensures accuracy, and saves time

Dialing Solutions for:

- Sales Representatives
- Channel Managers
- Business Professionals