LeanData

LeanData & Automatic Notification Integrations

Accelerate lead response time with instant and automatic notifications

Challenge

Revenue teams are managing many tasks on a daily basis, but can easily overlook new leads, accounts, and other assignments that require timely followup. This not only disrupts lead response time — aka, your speed to lead — but also negatively impacts SLA agreements, the buyer experience, and conversion rates. While many buyer signals indicate when B2B sellers should engage prospects and accounts, it is critical to immediately surface those buyer signals when they are ready to be actioned as part of revenue orchestration.

Solution

LeanData's integrations with instant notification solutions, such as Slack and Microsoft teams, automate notifications that instantly alert team members when a record is assigned to them. Additionally, notifications can be customized with all the relevant information necessary to guide your reps' next best action. The result is greater SLA compliance, an improved buying experience, increased conversion, and a faster time-to-revenue.

How It Works

FlowBuilder, LeanData's visual drag-and-drop interface for Routing, makes it easy to specify who and when someone should be notified via Slack or Microsoft Teams, as well as what message should be delivered at any point during the routing process. LeanData NotifyPlus takes the Slack integration further, unlocking more productivity across your entire revenue team, with action buttons for creating or updating Salesforce records from directly within Slack.
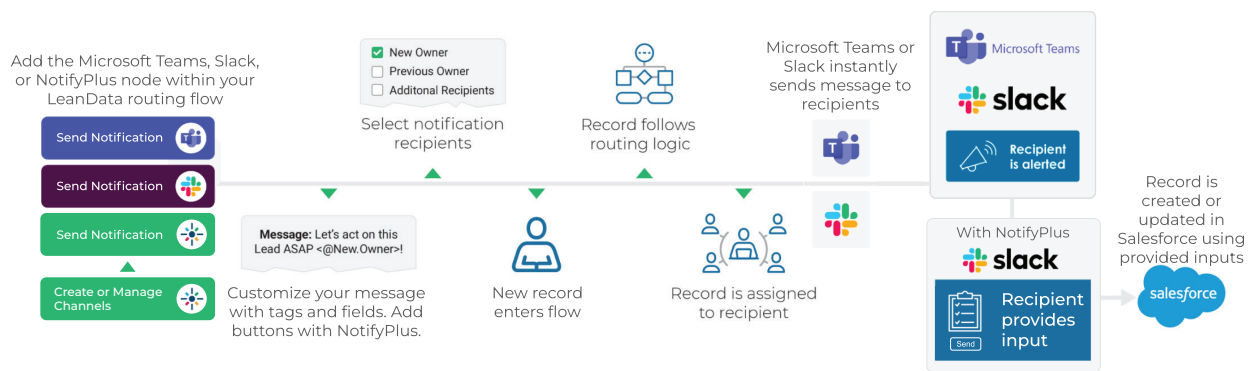
Get Started Today:

Request Demo

Visit LeanData.com to learn more about LeanData's go-to-market operations solutions for Automated Scheduling, Matching, Routing and Engagement, or visit us on AppExchange.

Why LeanData?

Today's growth leaders power their B2B selling with LeanData, the gold standard in modern revenue orchestration and an essential element of the modern RevTech stack. The LeanData Revenue Orchestration Platform, powered by No-Code Automation, simplifies and accelerates coordination of all the people, processes and plays needed to transform buyer signals into buying decisions. LeanData is inspiring a global movement among its 800+ customers and community of 5,000+ OpsStars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage.