Koncert ›

AI

Identify and Prioritize Outbound Dialing Lists

Koncert AI helps your sales reps and business development reps have quality connects and conversations with target prospects.

FUNCTIONALITY

Dial Your Best Leads First

AI uses your ideal profile to score and prioritize the leads in your outbound calling lists for improved lead quality and improved contactability.

Define Your Target Profile

Take charge of the data pattern associated with data signals that are relevant to your business.

Adjusted Weight Scale

Once you've defined your target profile, you can apply more importance to one type of data signal by adjusting the weight scale.

List Sorting

Sort your dialing lists by Predictive Lead Score in descending order.

Refreshed Data

AI will re-sort your dialing lists every 15 minutes during calling sessions, as email and phone numbers continually change.

Data Enrichment

View and purchase data consumed by AI directly into your CRM with Data Genie® data enrichment.

3 Essential Data Criteria

AI uses these pieces of data criteria to sort and prioritize your outbound calling lists.

Does the Contact Still Work There?

- Verify your target contact data.

Is There a Direct Dial Number?

- AI compares your list data to a database and prioritizes the records with direct phone numbers.

Are You Calling at the Best Time?

- Determine the best leads to call at the time you're calling with calling stats aggregated from millions of phone calls.