Koncert

Improve Sales Productivity Up to 800%

Koncert Agent-Assisted Dialer is a live conversation (no robo-dialers, so we will help you to be TCPA compliant!) automation solution that improves outbound calling productivity for business development, prospecting, and inside sales.

FUNCTIONALITY

List-Based Dialing

Our dialing agents handle the voice mail systems, negotiate with gatekeepers, and connect the calls to you without any direct contact with your prospect.

Bi-Directional CRM Integration

Bi-directional sync with Salesforce and other leading CRMs keeps data fresh, ensures accuracy, and saves time.

Full Dialing Visibility

Select or deselect records, make notes, and view CRM records.

Real-Time Analytics and Reports

Pre-packaged, customized reports and dashboards. Reports can be viewed live or exported via CSV files.

Remote Coaching

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.

SaaS Subscription Model

Flexible pricing includes automatic upgrades, CRM integration, and technical support.

Targeted Local Caller ID

Multiple Caller ID options including Mapped by Area Code and Custom. Use your own or Koncert can create custom IDs for you.

Dialing Solutions For

- Inside Sales Representatives
- Business Development Representatives
- Lead Qualification Representatives

Productivity

- **Increase vs. Manual Dialing:** Up to 800%
- **Dialing:** A day's worth of dials in just one hour

Dialing Characteristics

- **High Dialing Volume:** Over 125 dials per hour
- **More Conversations:** 7 to 10 conversations per hour

Out of the Box CRM Integration