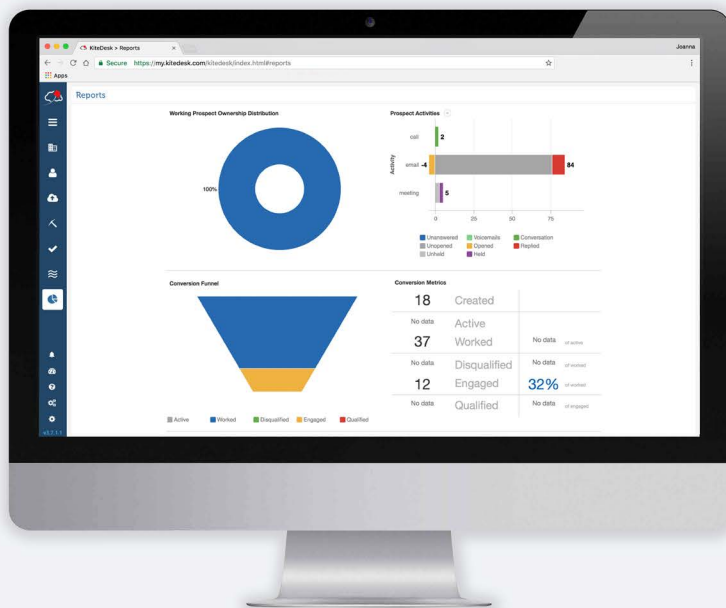


Everything Sales Development
Needs to Succeed

Build Predictable Pipeline

Get KiteDesk Today and set
more qualified meetings



Smarter Sales Development

KiteDesk FLOW is all-in-one sales development software that helps with:



Lead Generation - Build lead lists from Search, Web (Chrome Extension), Upload or Routing (for Inbound leads). Lead lists can be assigned, shared, and worked all in one interface, cutting down on the time spent bouncing from website to website to gather information or research prospects.



Multi-Channel Engagement - Email, phone, social, and custom engagements all run through KiteDesk. You benefit from authentic, personalized communications directly from sales reps.



Lead Management - You set sales FLOWS, then reps carry out sales steps consistently across each and every prospect. Never let leads fall through the cracks again.



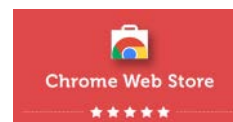
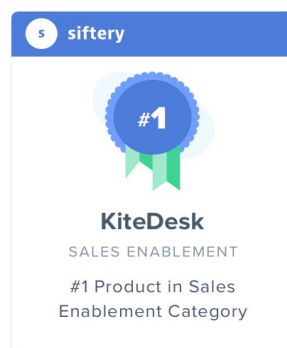
Event-Based Analytics - Everything in the system is tracked. Everything. So you know how many activities each rep performs, how each campaign performs, even which lists are best performers.

KiteDesk FLOW Features:

- Consolidated, Single Sales Development Screen
- Email Templates, Tracking, Notifications
- Analytics & Insights - Customizable
- Integrated Calendar & Team Appointments
- 1-Click Dialer (Computer or Bridged)
- Local Area Code Presence Calls
- Voicemail Drop, Call Recording
- Coordinated Communications
- Configurable Recipes + Sequences
- Conversion Rate Optimization (Sales)
- Lead Routing (Round-robin, Geographic)
- Rules-Based Engine
- 3 Min Sync w/Salesforce
- Leads / Accounts / Contacts / Opportunities
- Mapping of Data Fields (incl. Custom)
- Configurable Assignment Options
- Automated Triggers
- Inbound Leads for SDR Team
- Outbound Handoffs from SDR to Sales

Includes KiteDesk FIND:

- 300 Leads Per Month
- Account-Based Sales Prospecting
- Ideal Customer Profile Builder
- On-Demand Data Marketplace
- Multiple Data Providers
- Tech Stack, News + Alerts Data
- Upload & Enrich
- Chrome Extension
- 1-Click Import, Easy Data Export
- Email Guessing
- Sync to CRM
- Bulk Lead Assignment



The KiteDesk Difference

KiteDesk offers smarter sales development. Our cloud-based solution offers a single application, accessed through a web browser to use daily to provide effortless lead generation and management for your sales team.

“

KiteDesk FLOW is a game changer for us. Less than a month in, we'd added nearly a million dollars in new pipeline. We couldn't do what we are doing today without you. Legitimately worth it's price and then some. ”

Michael Orefice, Director, North American Sales, Stratifyd