



FOR IMMEDIATE RELEASE

Media Contact:

Ken Smith, Director of Marketing
Connectleader
2 Keewaydin Drive, Suite 101
Salem, NH 03079
www.connectleader.com
kwsmith@connectleader.com, (603) 952-2516

ConnectLeader® Introduces Click Dialer™ – Easy-to-Use Click-to-Call software for all B2B sales reps

ConnectLeader Click Dialer is a new click-to-call softphone being launched as part of the ConnectLeader for Salesforce V2 upgrade. The app, which can be downloaded from the [ConnectLeader AppExchange listing](#), now provides B2B sales teams with three sales acceleration solutions to boost their sales productivity. With the introduction of Click Dialer, Connectleader expands the range of dialing speeds available for B2B sales reps, increasing sales dialing productivity over manual dialing from 30% to 800%.

Salem, NH – ConnectLeader®, innovator of the Personal Dialer® and Team Dialer® sales dialing technology, is pleased to announce the introduction of Click Dialer™, a click-to-call software native to Salesforce.com. Click Dialer helps sales reps save time by automating dialing and data entry tasks, all from one simple interface.

While Click Dialer can be used by any salesperson, it works especially well for inside sales reps and account managers. Click Dialer works great for reps who typically make lower-volume calls and have longer conversations. Sales reps who prefer to conduct more research or use social networking sites like LinkedIn, will appreciate the amount of flexibility and control that Click Dialer provides.

Click Dialer included with new ConnectLeader for Salesforce V2 software

Click Dialer software can be downloaded for free as part of the ConnectLeader for Salesforce V2 application on AppExchange. This download also includes Personal Dialer® and Team Dialer® integrated within the Salesforce.com environment.

Click Dialer features an attractive, easy-to-use interface, includes the ability to pre-record voice messages, update call results, schedule follow-ups, send emails, and most importantly, provides real-time analytics within Salesforce.com. This tight integration ensures higher data quality and saves sales reps time by eliminating the need to record data in multiple locations.

“We are very excited about the introduction of Click Dialer,” explained Senraj Soundar, CEO of ConnectLeader. “Our customers have asked us to develop technologies that meet their unique selling style. Now with the introduction of Click Dialer, ConnectLeader provides a full range of dialing speeds unmatched in the sales acceleration industry.”

“Click Dialer gives B2B sales reps another tool to improve productivity by spending less time on non-productive tasks and spending more time selling,” said Matt Stanton, VP of Sales at ConnectLeader. “We’re excited to extend this new product to our existing customers who can increase the value of their ConnectLeader investment by extending dialing solution to their entire sales team.”



FOR IMMEDIATE RELEASE

About ConnectLeader

The ConnectLeader® Sales Dialing Platform helps B2B sales organizations improve personal and team sales productivity by reducing non-productive calling tasks. We were the first in the market to offer a single dialing platform giving sales teams the ability to choose from a range of dialing speeds to match their sales productivity needs. ConnectLeader platform features our patented visibility and control features and provide bi-directional synchronization with Salesforce.com, Microsoft Dynamics CRM, Oracle on-demand CRM, NetSuite CRM, Zoho CRM, Bullhorn, and other CRM systems.

Click Dialer™ is a click-to-call softphone embedded into the Salesforce.com CRM environment. Sales reps simply click on the phone number to start dialing. Users also have the option to select multiple names and let the software dial in a list mode. Call results, emails sent, voicemail drops, and follow-up activities are updated for analytics within Salesforce.com in real time. Sales reps using Click Dialer can increase their calling productivity by up to 30% over manual dialing.

Personal Dialer® is a cloud-based power dialing technology that takes calling productivity to the next level. Personal Dialer provides visibility into calling, allows the reps to control the selection of the next call, progress to next call quickly, and a host of many other features. Reps can increase their calling productivity by 50% to 100% over manual dialing.

Team Dialer® is a sales acceleration solution for organizations who want to further boost calling productivity for outbound prospecting, business development, and lead qualifying. Team Dialer accelerates the sales process by delegating non-productive calling tasks and integrating with sales automation systems. The Team Dialer solution combines state-of-the-art cloud-based software with a team of human agents who assist with call navigation, allowing your sales reps more time to sell. Team Dialer customers typically achieve 8 to 12 live conversations per hour, an 800% increase over manual dialing. www.connectleader.com

ConnectLeader, Click Dialer, Personal Dialer, and Team Dialer are trademarks of ConnectLeader, LLC.

All brand names and product names are trademarks or registered trademarks of their respective companies.

###