

Increase Your Revenue With Salesloft

Using Salesloft, the composite sales team gained **\$12M+ from increased revenue and cost savings** over three years, according to Forrester's The Total Economic Impact™ of Salesloft study.

50%

increase in annual prospecting activities



Results in

\$3.3M

In incremental profits over 3 years



You Can Get These Results, Too

- ★ Identify your least engaged prospects and automate communication to them.
- ★ Save personalized communication for hot leads and engaged buyers.
- ★ Use integrations such as social, buyer intent, and CRM to automatically sync information and reduce research time.

60%

increase in response-to-opportunity rate

30%

increase in closed/won rate



Results in

\$4.6M

In incremental profit over 3 years

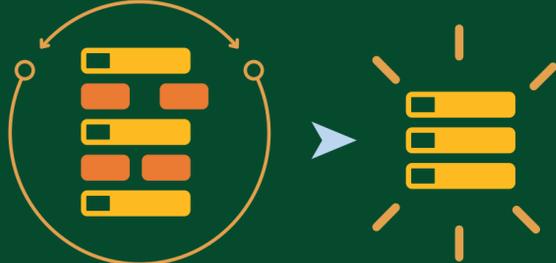


You Can Get These Results, Too

- ★ Share top-performing workflows across the team to make every seller your best seller.
- ★ Use insights from engagement and pipeline data to prioritize deals and identify gaps.
- ★ Dig into call recordings and data to quickly find and fix sales problems.
- ★ Increase pipeline health and consistency with a deal summary dashboard and notifications.

\$744K

Savings by getting rid of sales tech that serves one purpose



Reduce Costs

Save on licensing and time spent managing multiple vendors.



Reduce Complexity

Less vendors means less contracts, issues, and lost selling time.



Increase Productivity

Eliminate switching between apps and gain richer insights with all data in one place.

10%

Increase in productivity



Results in

\$1.4M

In times savings

25%

less time spent on onboarding



Results in

\$333K

In times savings



You Can Get These Results, Too

- ★ Rely on automation to add prospects to cadences, make updates, and simplify handoffs.
- ★ Use pre-set goals and outcome dashboard to simplify and improve the sales coaching process.
- ★ Share call recordings and top-performing email templates to reduce rep ramp time.

Let's work together to get these results for you, too!

[Get in Touch](#)

About The Total Economic Impact™ of Salesloft (September 2022)

Salesloft commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study and examine the potential return on investment (ROI) enterprises may realize by deploying Salesloft. All benefits above were realized over a three-year period. For the purposes of this study, Forrester aggregated the interviewees' experiences and combined the results into a single composite organization that is a global organization with \$3.3 billion in annual revenue, 650 in the people sales organization, a \$50,000 average deal size, and a 15% net margin.

Salesloft.

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