More Dials and Improved Lead Conversion Lead to Increased Sales Revenue

ClickPoint helps clients realize more revenue from their most valuable asset: sales prospects and leads. Their premier product; ClickPoint Lead Manager is a sales solution that automates much of the sales process. It allows salespeople to do what they do best: communicate with potential customers quickly and efficiently. The ClickPoint solution uses automated email delivery and sales automation to keep prospects engaged throughout the sales process. By automating customer engagement, prospects raise their hand when the time is right, sales is notified and responds instantly, resulting in more sales wins.
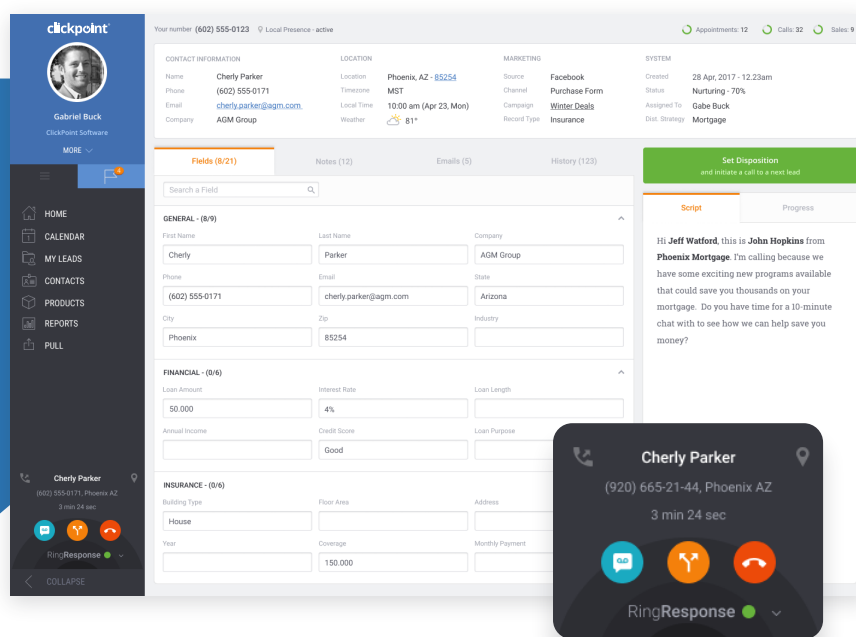
ClickPoint provides a single, simplified solution for both inbound and outbound sales activities. Integration with the Nextiva's Cloud Communication Platform improves the customer experience, as well as the efficiency of inside sales teams and call centers.

Intelligent Inbound Call Routing with Outbound Dialing

Cloud Communication Solution Powered by Nextiva

Automated Dialing Solution

Utilize Pull or Power Dial and ensure every lead is dialed within seconds. Improve lead quality, quantity, and conversion

Lead Management

Automate the sales process, capture leads and nurture them to closed deals

All-In-One Solution

Instant Lead Responder

Calls your agents the moment a form is submitted online

Automated Email Marketing

Instantly deliver stunning emails to your prospects

Improve Sales Performance in 30 Days or Less

ClickPoint helps inside salespeople and call center agents manage both inbound and outbound dialing activities with a single simplified communication solution. From this simplified screen the salesperson can manage incoming calls, disposition leads, request more leads, read from a dynamic sales script, and monitor their performance in relation to their peers. While more advanced features are enabled for administrators, the simplicity of the call solution allows sales to remain focused on customer communications.

ClickPoint and Nextiva Call Center Benefits

1 Reduce Contact Time and Improve Win Rate

With the integration a customer can utilize the benefits of Pull lead routing which has been proven to reduce contact rate on new leads and improve sales performance. In most cases, ClickPoint customers will contact all leads within seconds, improving contact rates on new leads dramatically.

2 Improve Lead Quality

Reduce lead and marketing cost by 30% or more with reporting transparency and lead prioritization. Bad leads are removed quickly by deduplication, while hot leads are called quickly, ensuring that your best salespeople are on the phone speaking with hot prospects.

3 Improve Lead Quantity

By reducing lead cost and Improving sales win rates, you can scale sales teams and acquire more leads. Companies that take on too many leads without a proven sales process will produce a low ROI from lead generation activities. With ClickPoint and Nextiva lead value will be maximized and you will be able to scale both sales personnel and lead volume.

Supporting Documentation

AMG Case Study — Client improved application rate by 20%, while reducing lead cost by 30% in less than 30 days.

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Montrose — Client improved sales results by double digits in less than 60 days.

Read More

Summary

ClickPoint selected Nextiva as a premier integration partner because their support is the best we have ever experienced from a cloud communication provider. With Nextiva you can deploy a desktop phone like Panasonic, or Polycom for normal office use while also using the Nextiva softphone for your sales calls like click-to-dial and power dialing. With ClickPoint and Nextiva you get one simple, cost effective solution rather than paying more for less from other competitors that bundle products. With a truly integrated solution your business will be able to rapidly scale sales efforts while never sacrificing call quality or service. The Nextiva and ClickPoint integration gives you a complete business sales solution. Overall sales performance increases as customers are contacted, nurtured, and closed at a rapid pace.

About ClickPoint Software

ClickPoint Software is committed to improving the lives of salespeople and their managers. ClickPoint is actively transforming sales organizations through the implementation of their products; ClickPoint Lead Manager and LeadExec Lead Distribution. Not just a software company, ClickPoint employees share a commitment to the success of every customer by providing Amazing support. From its headquarters in Scottsdale, Arizona ClickPoint has been empowering companies both large and small to dial more leads, sell faster and more efficiently, which leads to more revenue and commission.