

Webcast: The Case for Outbound Sales & How to Multiply Money Using an SDR Team

Hear from outbound sales gurus with over 23 years experience in inside sales and currently managing 110 reps conducting 25,000 activities/ day for 60+ clients

NEW YORK, NEW YORK , USA, August 17, 2021 /EINPresswire.com/ -- Growing sales, especially in the current environment, has its challenges. Lead generation has changed, and even with a good flow of leads, you need the right resources to engage & convert opportunities in a low risk, scalable way.

So many of our provider members are struggling with lead generation and sales, due to this "new normal", risk-averse buyers, lack of events and face-to-face engagement or failed marketing efforts.

Enter Dan Goodstein, go-to-market advisor and President of three technology associations focused on automation, AI & digital transformation, with Andrew Jacoby, our outbound sales & lead generation guru with over 23 years experience in inside sales and currently overseeing outbound sales and SDR teams for 60+ clients, including 110 reps conducting 25,000 sales activities each day.

In this webinar you will learn-

- 1) Why adding an outbound sales function at your company could be the most profitable thing you do this year
- 2) What are the factors that contribute to a successful outbound sales program
- 3) How to think about the processes involved in outbound sales
- 4) Typical stats, conversion rates & ROI equation



Andrew Jacoby



Dan Goodstein

[Register Here](#) to join us 8/26 or get access to the recorded session.

Produced by the [Institute for Robotic Process Automation & AI](#) (IRPA AI)'s Sales & Marketing Solutions group.

Daniel Goodstein

IRPA AI & Digital Enterprise Institute

+1 631-282-8882

[email us here](#)

Visit us on social media:

[Twitter](#)

[LinkedIn](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/549076692>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2021 IPD Group, Inc. All Right Reserved.