

AXIS Consulting Unveils RevSync: Automation Across Pipedrive, PandaDoc, Calendly, Aircall & Zapier

AXIS Consulting launches a RevOps automation layer that syncs calendars, CRM, and workflows eliminating lead leaks and manual busy work for growing sales teams.

MIAMI, FL, UNITED STATES, October 20, 2025 /EINPresswire.com/ -- AXIS

Consulting today announced the launch of RevSync, a powerful new automation framework that unifies Pipedrive, PandaDoc, Calendly, Aircall, and Zapier into one seamless revenue operations system. RevSync gives sales and customer success teams a dependable, automated way to capture leads, book meetings, manage calls, generate proposals, and keep CRM data accurate without manual re-entry or brittle integrations.

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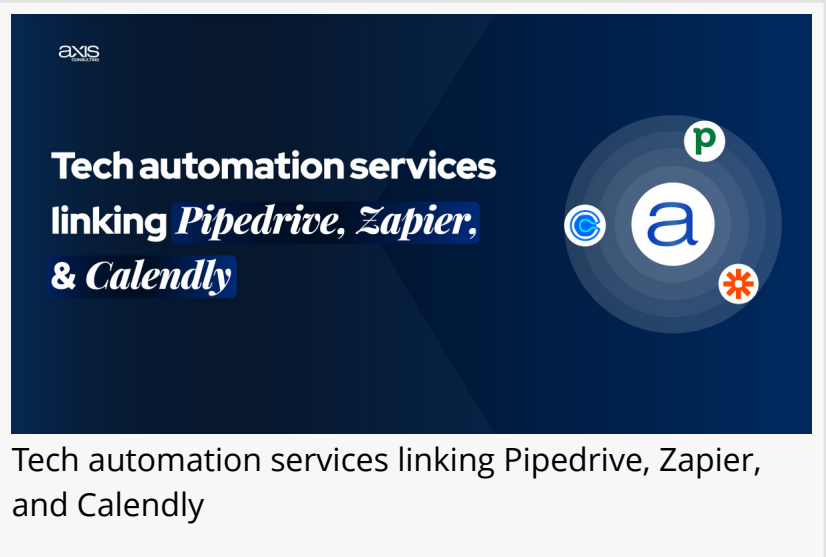
Revenue wins when booking is automatic and data is reliable. We unify Pipedrive, Zapier, and Calendly so meetings land on calendars and CRM reporting finally adds up.”

Boris Tsibelman, Founder & CEO, AXIS Consulting

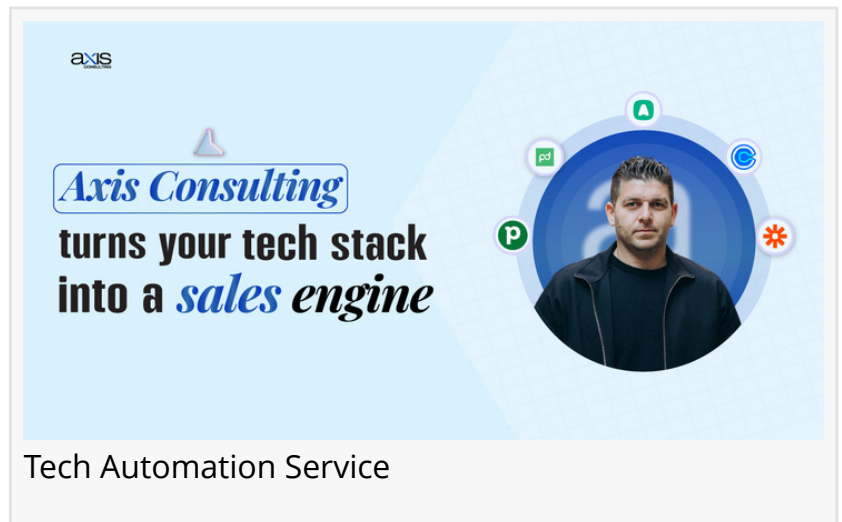
In many organizations, leads flow in through web forms and chat, meetings are booked via Calendly, calls happen in Aircall, proposals are sent through PandaDoc, and deals are tracked in [Pipedrive CRM](#). When these tools don't communicate, opportunities are lost, ownership is unclear, and reporting falls apart.

With RevSync, AXIS Consulting eliminates those gaps. The framework builds a durable, end-to-end automation layer powered by the [Zapier service](#) that connects every step of the revenue journey, from first contact to closed deal. The

result: clean data, faster follow-ups, and teams that spend more time selling and less time updating systems.



“RevSync is about making the tools you already use finally work together,” said Boris Tsibelman, Founder & CEO of AXIS Consulting. “Sales teams don’t need another platform they need clarity, consistency, and connection. With RevSync, reps get meetings on the calendar instantly, operations get trustworthy data, and leaders get reporting they can actually rely on.”



RevSync represents AXIS Consulting’s latest innovation in revenue operations automation, offering a flexible blueprint that scales with each client’s stack and workflow. RevSync is available immediately for organizations seeking to streamline lead management, proposal workflows, and CRM accuracy through connected automation.

Key Capabilities of RevSync:

RevSync connects every stage of the revenue process automatically and intelligently. Built on Pipedrive, PandaDoc, Calendly, Aircall, and Zapier, the framework replaces fragmented workflows with a clean, dependable system that unites data, scheduling, communication, and deal management in real time.

With RevSync, inbound leads are captured and standardized through Zapier, enriched and validated, and then seamlessly created or updated in Pipedrive with accurate ownership and source attribution. Meeting scheduling happens automatically through Calendly, routing requests to the right representatives using pooled or round-robin logic while respecting time zones and availability buffers. New bookings trigger downstream updates in Pipedrive, applying territory rules, logging activities, and sending confirmations and reminders all without manual intervention.

RevSync ensures data accuracy at every step. Fields are normalized, duplicates are eliminated, and validation checks keep dashboards and reports aligned with reality. Every event from lead capture to closed deal is logged with workflow status and error tracking, giving operations and leadership teams complete visibility into performance and SLA adherence. When issues occur, structured alerts and automated retries resolve them quietly in the background, preventing lost leads or broken handoffs.

Governance is built in. RevSync supports role-based access and standardized connection management, reducing integration drift and configuration risk. Each implementation includes a clear connection diagram, a field-mapping workbook, and a concise runbook for common fixes—allowing internal admins to maintain and adapt the setup without writing custom code.

For organizations with compliance or audit needs, the framework supports least-privilege credentials, audit trails, and configurable data retention policies.

As a certified partner of both Pipedrive and Zapier, AXIS Consulting brings hands-on expertise in creating durable, low-code automation systems for growing revenue teams. The result is faster time-to-meeting, cleaner attribution, and fewer dropped handoffs. Founders and RevOps leaders gain the predictability they need, sales managers see greater visibility into activity quality and pipeline momentum, and marketing teams finally get consistent UTM and source data they can trust inside Pipedrive.

RevSync is available now as part of AXIS Consulting's [Tech Automation Services](#).

Implementation and Impact

Each RevSync engagement begins with a focused discovery phase to map lead sources, routing rules, calendars, and pipeline stages. From there, AXIS Consulting develops a detailed solution design that defines Calendly event types, Pipedrive fields and stages, and Zapier workflows. After implementation, user acceptance testing verifies that booking flows, ownership assignments, and reporting align with operational goals before go-live.

The framework supports a wide range of form and lead capture tools including native website forms, HubSpot, Webflow, and Typeform as well as popular enrichment providers. It adapts to any sales structure, from a single SDR pod to multi-region teams using pooled or territory-based routing, multi-calendar scheduling, and localized confirmations. Built on least-privilege OAuth connections, per-environment credentials, and standardized error logging, RevSync maintains enterprise-grade security while supporting optional audit exports and data retention policies for compliance.

RevSync projects focus on measurable outcomes: reducing time-to-first-meeting, increasing meeting creation rates from qualified leads, and improving CRM data completeness for better attribution and forecasting. Clients consistently report cleaner campaign data, higher meeting acceptance rates, and more reliable pipeline visibility.

Every engagement includes discovery, design, implementation, testing, and enablement. Admins receive a clear connection diagram, mapping workbook, and concise runbook along with brief training and a checklist for routine updates such as adding new reps, adjusting territories, or modifying event types. These assets allow teams to maintain and evolve their setup confidently without writing code.

Service packages are available immediately, with optional enhancements for enrichment, advanced routing, and analytics dashboards.

AXIS Consulting is a strategy and implementation partner for growth-stage companies, specializing in RevOps, data, and automation. From CRM architecture to workflow design and

analytics, AXIS builds resilient systems that connect marketing, sales, and customer success.

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