



4 Best Techniques For B2B Sales Prospecting

#TipOfTheDay

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1. CONSISTENCY IS THE KEY

set aside a time every day for key activity metrics (email, calls etc) for prospecting



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2. AUTOMATE PROCESSS VIA CRM

automate all the manual processes possible like lead management, escalations and emails



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3. DATA-DRIVEN PROSPECTING

**utilize data to create
streamlined, effective and
efficient prospecting**



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4. KEEP IT PERSONAL

**personalization strategy will
guide you communicate with
prospect on another level**



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TOOLYT