



Outreach for Account Executives

Manage pipeline, increase collaboration, and close more deals with Outreach

Outreach is the platform that makes your entire revenue team more efficient and effective, from cold to close to expansion. Make it faster and simpler to coach your closers, help them manage the deal cycle and forge a path to predictable revenue.



Manage the deal cycle more effectively

- Ensure no deal falls through the cracks by using sequences to automatically follow up with prospects who go cold, and trigger urgent task reminders so reps never miss a critical touchpoint.
- Manage and engage with your pipeline by working Opportunities from Outreach, monitor the health of your accounts at a glance, and take action to move deals forward with one click.
- Leverage Machine Learning insights with Outreach Amplify to unlock new insights, automate data entry, and ensure you're always using the tactics that are most likely to convert.

Outreach in Action

Outreach makes it fast and simple to work your opportunities. For example, filter for all open opportunities in a given city over a certain deal size, and invite those prospects to a local dinner or event in seconds!



"We count on Outreach to help our entire sales organization work smarter. [It] has helped my reps open new doors and is helping them more effectively manage and accelerate their existing deals. This isn't just a win for my full-cycle reps, who are finding that they're more productive every day, but it's also giving me better predictability into how our business is progressing."



Yotam Yemini,
SVP of Field Operations at
Quantum Metric



Make your reps wildly productive wherever they work

- Align your team on a single platform that adapts to their workflow and allows them to call, email, text, engage on LinkedIn, and do research in one place.
- Increase time for reps to actually sell by automating manual tasks and streamlining messaging through sequences, email templates, and content snippets accessible from their inboxes.
- Schedule and manage meetings in seconds with Outreach Meetings, and follow up instantly if a prospect no-shows—all from your inbox or Outreach.

Outreach in Action

Text in Outreach for time-sensitive communications, like urgent questions or when negotiating terms, to get faster responses—and reply right from your phone!



"[As an Account Executive], there's a lot to do and coordinate! The last thing I want to do is send multiple emails over the course of a few days in hopes of setting up a meeting. The game changed when Outreach launched Outreach Meetings. I am now able to save hours and sometimes days of time between asking for a meeting and getting it booked."



Kate Batt,
Account Executive,
Pendo



Get visibility and insights that will improve performance and make your forecasts more accurate

- Get a reliable gauge of opportunity health to easily see and sort all deals in the pipeline and act on early warning signals for at-risk accounts.
- Robust analytics give you visibility into what's working, enabling you to share best practices across your team.
- Connect every sales activity to revenue and see exactly which activities drive opportunities using Revenue Attribution.

"[Outreach] has created better clarity with the KPIs we have, and created more consistency in the tracking of those KPIs. After implementing Outreach, we saw very clearly within the first few months the opportunity-create metrics shot up across teams and across all GEOs."



Eventbrite

Chris Aker,
VP of Global Sales,
Eventbrite

Want to learn more?

Contact sales@outreach.io for more information today!