

## *Actimizer Lead Management Dialer Software*

***“Contact more Leads and increase your Sales”***



### **Actimizer Lead Management Dialer Software**

Actimizer A/S offers an innovative, intuitive web based (SaaS) Lead-management system. The software is used by Sales-, Telemarketing-, Telesales- or Inside Sales Departments, regardless whether its use is focused on New Sales or Sales to existing clients. Actimizer LRM contains a wide range of Dialing options to contact your prospects and clients. Due to its intuitive set up, the user can fully focus on the sales conversation at hand. On average, an increase of 25% in sales revenue can be expected.

### **Actimizer Dialer**

Select the call strategy best suited to your employees and your sales targets. Actimizers flexible software allows you to contact your prospects and clients in different ways and scenarios, defined by you and your staff.

Lead Management is the process of contacting, maintaining, converting and closing Leads.

Actimizer assists you in giving this demanding and important exercise a better structure and more effective set up, which will help to secure the future growth and survival of your company.

### **Who is Actimizer A/S?**

Actimizer A/S is Scandinavia’s market leader for outbound dialer software solutions. With large Corporations and professional Contact Centers using Actimizers services in 6 countries, thousands of users optimise their sales productivity on a daily basis. Actimizer A/S is owned by private and institutional investors and has a solid financial status. Actimizers Dialing platform handles over 20 million calls per year.

## Functionalities

- **Actimizers organisation set up module:**  
The module ensures an easy, intuitive way of administrating the users and their user-rights. Furthermore, it allows the assignment of specific Leads to specific staff-members, departments, divisions or teams within the organisation.
- **Quick creation of Campaigns and upload of Leads:**  
The Campaign functionality allows the user to create numerous Campaigns, all with their own settings, for example the Campaign targets, potential results and sales manuscript. Your Leads Call Lists can be uploaded within minutes and are effectively checked for duplicates.
- **Different Dialer Types:**  
**Actimizer LRM Basket-dialer** allows the user to choose which Lead to call, thereby creating the freedom to determine "when" and "who" to call on your own terms.  
**Actimizer LRM Preview-dialer** gives the user a preview of the next lead before the call attempt starts. The preview allows the user time to prepare and study the existing customer relationship before making the call.  
**Actimizer LRM Power-dialer** with the "autodial" feature, automatically provides the user with the next Lead.
- **Automated Redial and Follow Up:**  
Besides being able to create new Leads manually, the system automatically stores information on when the user will have to redial a Lead and prompt the user at the scheduled time.
- **Leads editing and administration with ease:**  
Actimizer's Lead Editing functionality, ensures the administrator has the possibility to edit Leads (Lead Status, Lead Owner, Lead Priority etc.) For example if an employee leaves the company his or her private redials can easily be transferred to another person or department. This way continuity is restored and secured.
- **Online 24/7 report module:**  
Actimizers reporting module provides the user with an opportunity to report on all variables within the system. From broad sales activity overviews to detailed reports on user and call level.

## Advantages

- Tailor made result/ closure possibilities for each call
- Online monitor & analysis module
- Possible integration with existing systems or CRM
- Flexible progressive Dialer set ups
- Automatic follow up assistance
- Online administration of organisation and users
- Multiple simultaneous user access , login everywhere
- Consultative assistance on campaign and lead delegation
- Online call recording
- No hardware or software installation
- Only requirement is a telephone and PC with internet access
- Support & Account Manager