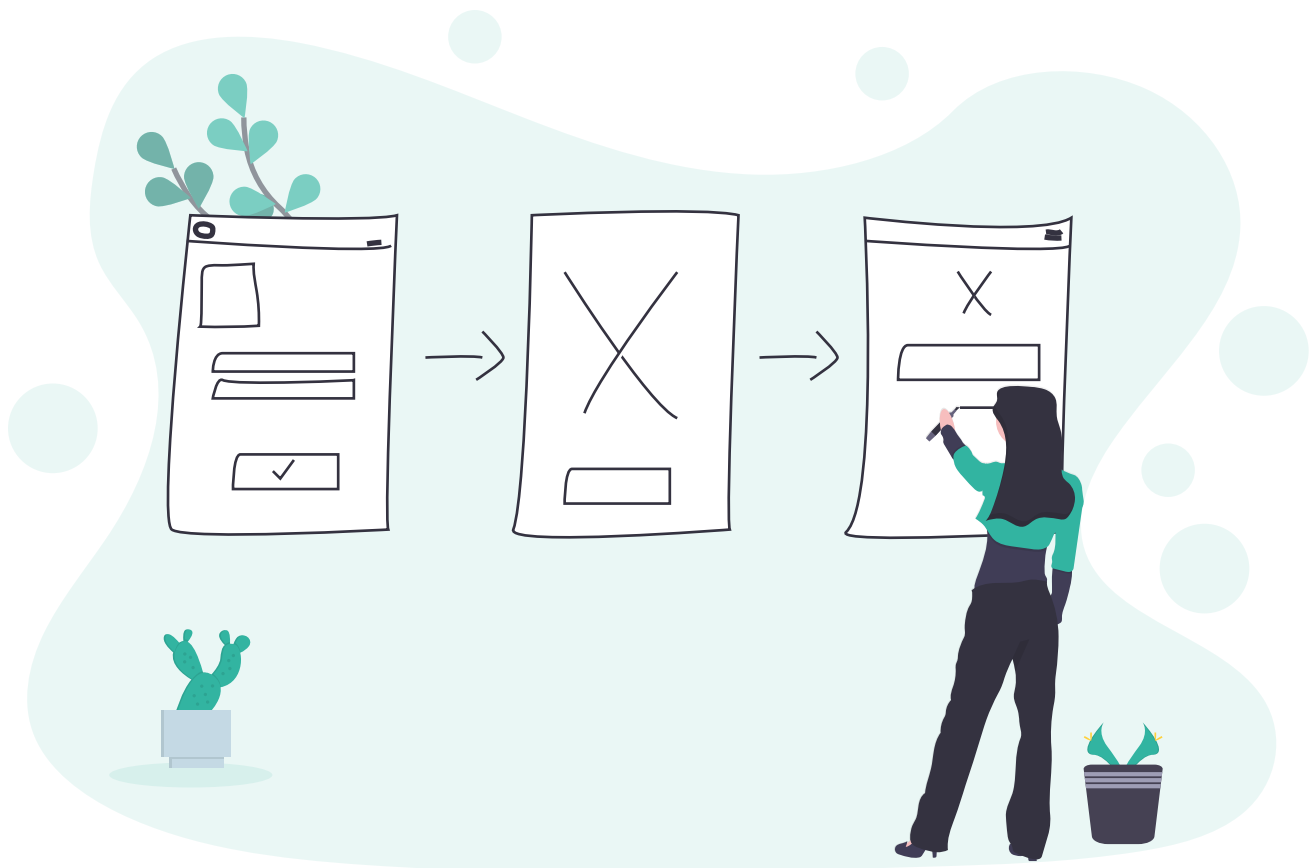


LeadX 360

LEAD ®
Lead management 360

From Hot Leads to Closed Deals- How to Use LeadX360



LeadX- Empowering everyone to post hot leads

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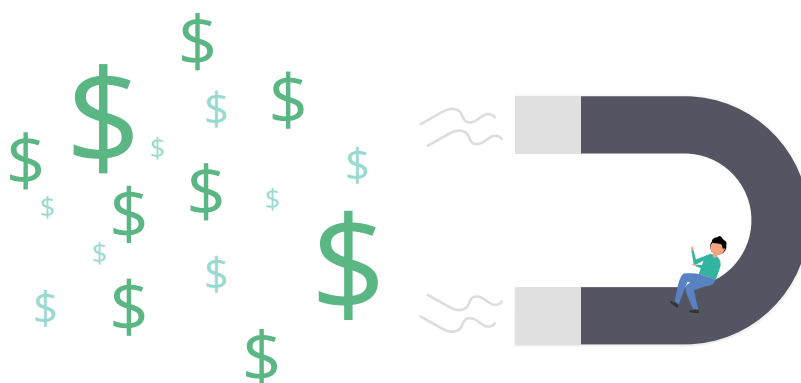


From Hot Leads to Closed Deals- How to Use LeadX360

Agreed, **sales lead generation** is indeed a tough ask, what with the thousands of hurdles that sales managers and professionals face on the ground. There are sales silos to contend with, not to mention the humungous task of filtering out leads based on their quality and eventual potential. While this takes time, there is often the major job of building the right connect between the sales and marketing teams. Not having this sync means that good leads may even slip through your fingers before they even materialize!

Companies also face issues relating to **closing sales deals** in a timely and effective manner, i.e. shortening the sales cycle and tracking deal progress suitably. As a result, there has always been a predominant need for a one-stop solution, i.e. a one size fits all solution that will help companies generate hot or warm leads better, take care of lead filtering and consistent high-volume generation, ensure steady passage down the sales funnel and swift handovers to the sales team for faster closing.

That solution is here now- LeadX360 promises to revolutionize how you generate and close leads with its inward-looking approach.



Knowing more about the LeadX 360 Platform

LeadX is a solution that functions as a one-stop platform or solution to cover all the potential woes of companies that have been mentioned above. Now, this innovative technology company has taken a unique approach which is contrary to what conventional lead generation specialists and marketing pundits may be telling you. Even if you're harnessing every marketing trick in the book to generate more leads and hand them over to the sales team for taking people across the sales funnel stages, you're missing a major point here!

What is this? You're possibly missing out on the biggest untapped source of high-quality leads and consistent revenue for your business, namely your employees! Yes, you heard that right! Employees, partners and staff members across divisions, teams and locations are the lifeblood of any organization and could also be a potential source of high-volume **hot sales leads**. That is where LeadX comes into the picture, harnessing their ability to make a difference while giving them the tools and platform to quickly contribute towards company growth and revenues. As a result, this inward-looking approach is the core USP of a solution like LeadX360 which adopts a 360-degree approach towards lead generation, capturing, tracking and closing deals. And yes, it shortens sales cycles too!



Each and every individual working at the organization is empowered to post hot and warm leads courtesy their personal and professional networks along with other connections. As a result, everyone, right from your receptionist to the guy who manages tech, can post leads instantly with the right tools. LeadX also works on the principle of proper incentives, i.e. recognition and compensation for those posting leads which are successfully closed by the sales team.

Here are a few other pointers worth looking at

- *LeadX is a fully inclusive solution for everyone and every organization. The UI and UX are two aspects which are completely sorted, making it a highly convenient and user friendly solution.*
- *The platform aims at maximizing satisfaction of customers above all else.*
- *LeadX works as an open platform for helping people share and process leads throughout company silos.*
- *There are warmer introductions through customers automatically via personal networks of employees and your partners.*
- *The process is as simple as purchasing your license, downloading the app and getting started on churning out high-quality leads.*



How LeadX will convert hot leads to closing sales deals directly?

There has been a lot of talk about lengthy sales cycles and how sales personnel need to build sales funnels that consistently keep engaging prospects at every stage of the sales cycle. Well, LeadX goes two steps ahead with an innovative platform that quickly converts hot sales leads into successfully closed sales deals and that too, directly!

Here's how it achieves this

- *Deals can be closed as a team with recognition for individual roles.*
- *LeadX enables sharing and processing of leads throughout company silos.*
- *Warm introductions are naturally ensured to prospective customers via personal and professional networks of employees and partners.*
- *Each and every person is empowered to post leads in a matter of seconds.*
- *Every person has his/her own network but do not have the incentives and tools to generate high-quality leads for their organizations.*
- *LeadX helps in generation of warm leads by employees by offering them greater transparency and recognition.*
- *Employees are incentivized to keep generating hot leads due to individual recognition and financial compensation/rewards.*
- *This naturally scales up their bonuses while helping increase company revenues at the same time.*
- *There is a single newsfeed for sharing progress on deals which are live and this happens in real-time.*
- *The team remains motivated through rewards and unlimited leads can be posted on LeadX.*
- *360-degree lead capturing is possible and the app can be used to broadly seek out leads within the organization and also across partners.*
- *LeadX breaks sales silos and other hurdles since it helps in empowering all customer points of contact in the organization.*
- *LeadX makes it possible to post and nurture deals swiftly while quickly handing them over to the sales team for fast closing.*
- *Deals are closed with teamwork and a more solid culture of sales is built, while encouraging everyone in the company to keep activating warm/hot leads.*

How Businesses will get help from LeadX360 platform?

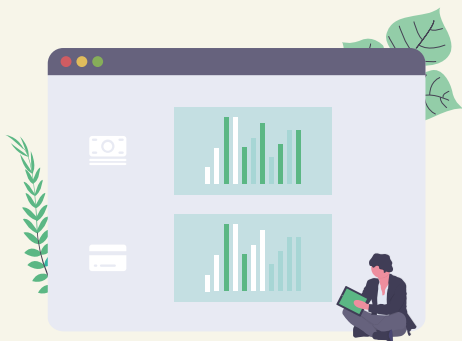
At LeadX, everything has been designed in a manner that helps companies harness the power of innovation without being overly complex. Companies naturally benefit in the following ways:

- *Higher revenues through faster and high-volume lead generation.*
- *Everybody posts leads and hands them over swiftly to the sales team.*
- *Deals are closed faster and employees are incentivized to keep warm leads coming!*
- *Deals are closed with teamwork, thereby fostering a stronger sales culture.*
- *All progress is tracked in real-time and sales cycle timelines are lowered considerably as a result.*
- *100% cloud based app without any installation needs; works smoothly on iOS and Android along with desktops.*
- *Sales silos are eliminated since you automatically get more qualified, warm and hot leads at the outset.*
- *This saves time in lead filtering, a major bane for most organizations.*
- *LeadX is accessible on all devices, ranging from smartphones, tablets and laptops to even your Tesla!*
- *Round the clock support and assistance is provided to help companies maximize value from the product.*



Features of LeadX360

LeadX is equipped with a plethora of handy features including the following:



Zero Lags

- Everyone gets the technology and tools for lead generation
- They can grow revenues and get recognized and compensated for their efforts with this powerful app.

Fast Lead Entry

- Leads can be entered from phones within just 10 seconds.
- All other deal information which is relevant, can also be entered



Real-Time Tracking

- LeadX connects the entire company via data in real-time.
- All staff members are mobilized for boosting sales.

Features of LeadX360



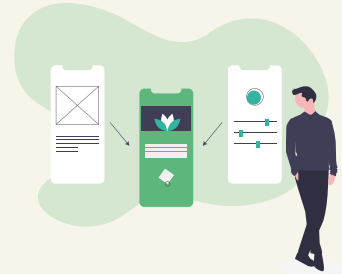
Cross-Platform Convenience

- *LeadX can be accessed via multiple platforms.*
- *You can use LeadX on your tablet, laptop or mobile phone.*



Handover to Sales

- *You can easily handover leads to sales teams for closing the deal.*
- *All progress can be tracked in real-time.*



Top Design

- *Super-fast operations*
- *Contemporary and ergonomic layout and design.*

Some of the other core features include complete API integration, namely integration abilities with all major CRM (customer relationship management) platforms. Think of it like a powerful Salesforce-esque application with the sheer convenience and user-friendliness of a platform like Instagram. The platform comprises of the dashboard, pipeline, sales news, lead handover and sales community features.

How LeadX360 can be a better platform to manage referral sales process?

Referral sales are something that has transformed into a major moot point for businesses across the spectrum. Referrals are the lifeblood for business growth and revenue enhancements across the organization. Yet, harnessing and tapping into referrals remains a key problem for companies of varying sizes. As a result, LeadX360 is a great platform to manage the entire sales process for referrals.

Referrals coming from company employees, partners and network entities, can be transformed into hot/warm sales leads and posted for the sales team to take over after a bit of nurturing. The progress can be tracked in real-time. Employees bringing the lead can close the deal together with sales professionals and other personnel on a single platform. LeadX is the best way to cash in on referrals since people usually already trust recommendations given by their friends, family members, colleagues and acquaintances. As a result, they are not too inclined towards shopping around and comparing offerings of various companies. All they need is proper and quick nurturing and follow-ups along with swift deal closure without too many hassles. A platform like LeadX helps in instantly posting these referral leads for handover to the sales team. This shortens the sales cycle and helps close deals much faster.



Our Team

LeadX is blessed to have a skilled team of professionals spearheading its mission towards revolutionizing sales, lead management and organizational growth. Here's taking a look at the frontline warriors leading the pack:



Tom Aas | *Founder & CEO*

Tom Aas brings his vast expertise and experience to the table, having founded LeadX and spearheads the company as its Chief Executive Officer (CEO). A veteran in enterprise sales, Tom is an ex-speed skating champion in Norway and is driven by his passion towards empowering all organizations and individuals to sell faster and better. He also loves music, nature and spending time with his family.

tom@leadx360.com



Devendra Phadnis | *Co-Founder & CTO*

Devendra has experience of more than 16 years in developing enterprise applications. Along with working as the Chief Technical Officer (CTO) at LeadX, -climbing Devendra enjoys sampling lip-smacking Indian cuisine and mountain in his hometown of Pune.

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LeadX- Helping businesses generate more leads and close deals quicker



With its 360-degree perspective towards lead generation, capturing and fast deal closing, LeadX360 becomes a unified and one-stop solution for companies. It truly converts prospects into paying customers much faster since it empowers organizational staff and partners to post warm and high-quality leads from the very outset. Deals can be tracked in real-time and are closed together as teams, thereby fostering a stronger sales culture. People in the organization leverage their own networks to post leads since they will be individually recognized and rewarded by way of compensation for the same.

Organizational revenues automatically increase along with faster conversion rates and lesser hassles for customers/referrals advancing through the app as well. In fact, with LeadX360, businesses can truly enjoy leaner, more efficient and more rewarding sales cycles and processes.

Get in touch with Team LeadX

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