

Smarter and Faster Prospecting and Selling

You've found the prospects who fit within your ideal customer profile, and now your sales team is faced with the challenge of connecting with these highly qualified leads and winning the deal. It can be filled with too much time spent researching prospects, logging activities, and having calls and emails go unanswered.

That's why we created ZoomInfo Engage, a sales engagement platform designed for smarter and more efficient prospecting and selling. Scale your sales communications with automated emails, auto-dial capabilities, and create multi-touch outbound campaigns. With real-time analytics and reporting, you can maximize and measure the effectiveness of each touchpoint to close more deals.

Connect with Your Prospects

Quickly import your contacts to Engage from your excel spreadsheets, Salesforce, or the ZoomInfo powered by DiscoverOrg platform. Once your contacts are in Engage, your sales team can start reaching out to your prospects.

Automate Dialing

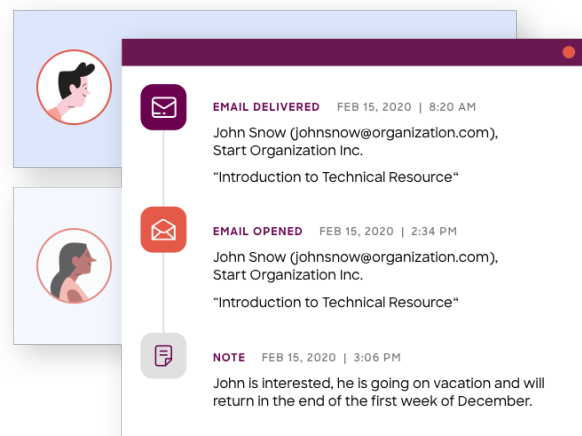
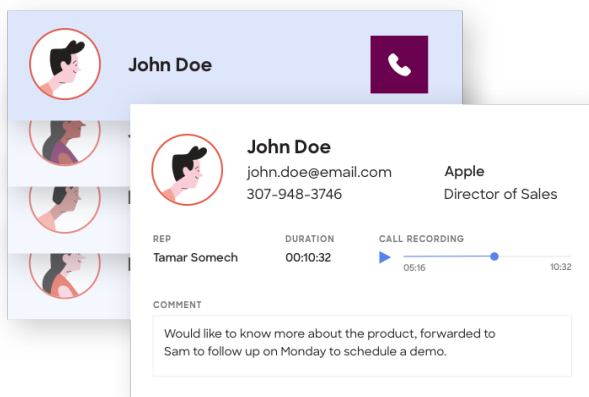
You're just one click away from calling a contact—or knock out dozens of calls at a time with the auto-dialer where you can set the interval between calls to catch your breath. Your sales reps can quickly build their own dialing lists, or you can assign them at the manager level. Save time in your workflow by leaving pre-recorded voicemails. With dialer analytics, prioritize accounts that are most likely to answer.

Simplify Emails

Once you connect Engage with Gmail or Office 365, you can create shared or private personalized email templates to simplify your email outreach. And then track which templates work and which ones don't with email analytics. Each person on your team can send up to 500 personalized emails with attachments a day. Keep your pipeline fresh and save time by replacing unsubscribed and unengaged prospects.

Streamline Your Salesflows

Create multi-touch outbound campaigns, piecing together a series of scheduled emails and phone calls. Once you've set up your Salesflows, you can easily build lists and schedule your campaigns. See who's opening emails and who is clicking on links to adjust your campaigns



Track Performance with the Analytics Dashboard

Know which campaigns work, find out the best times to call, and view your team's activity level. With real-time analytics and reporting, you can measure the effectiveness of each touchpoint, and see the overall and individual effectiveness of your team.

Sell Smarter with ZoomInfo powered by DiscoverOrg integration


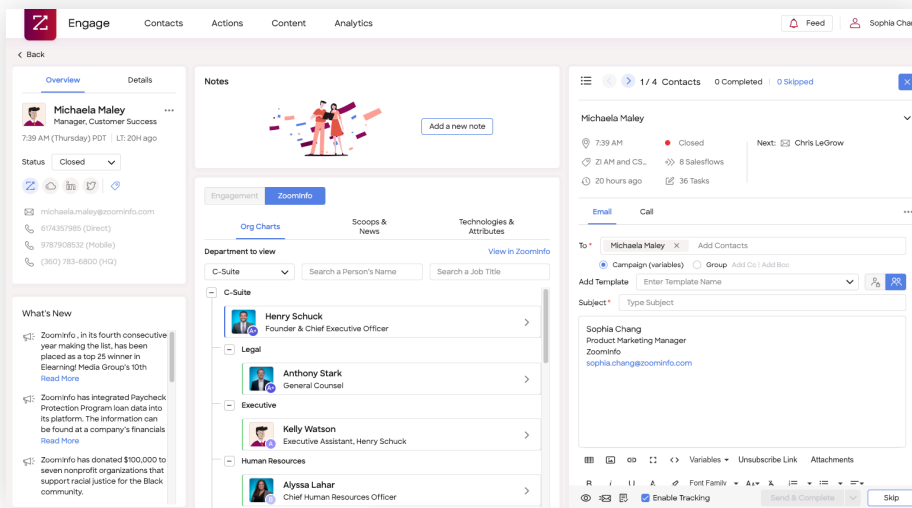
Use Engage as a standalone product or combine with the power of ZoomInfo powered by DiscoverOrg. Take action on ZoomInfo's B2B contact and intelligence data. Export contacts from ZoomInfo or Reachout once you've found prospects that fit your ideal customer profile. Access ZoomInfo Org Charts, Technologies & Attributes, and Scoops & News directly in Engage so you don't have to switch back and forth between systems.

Salesforce & Engage: Better Together

With the Salesforce integration, you can record prospecting activity and notes from Engage to Salesforce. Build triggers that take action on Salesforce-specific conditions. Assign and sync call and email tasks between Salesforce and Engage. And ensure that the contacts in Engage reflect the same data as their Salesforce record.

Work Faster with the Engage Chrome Extension

Want to engage prospects while researching them? Use the Engage Chrome extension to view contacts lists, click to dial or email, see engagement history, and pull contacts from ZoomInfo or any Salesforce page.



Spend more time selling and less time fighting software to hit your number

Learn more about Engage at engage.zoominfo.com and 866.904.9666