

LeanData + Salesloft Integration

Close more deals, faster by responding to buying signals across your tech stack

Challenges

Ensuring timely and consistent responses to buying signals is crucial for sales teams. Yet, the complexity of integrating various tools and processes often leads to delays and inconsistencies, causing lost deals and hindered revenue growth.

Solutions

LeanData’s integration with Salesloft creates a fully automated end-to-end workflow, immediately engaging prospects with the right context. By streamlining buyer engagement, sales teams can act faster on buying signals, deliver exceptional customer experiences, and close more deals.

Salesloft Rhythm

Teams using Salesloft Rhythm can create AI-powered workflows that prioritize a sales rep’s next best action based on buying signals from any engagement. LeanData’s integration with Salesloft Rhythm can streamline engagement delivery and help assigned reps stay focused on high-impact buyers.

KEY BENEFITS

- Simplify your GTM motions
- Focus sales rep’s time on value-added work
- Act faster on buying signals
- Streamline marketing sales handoff
- Deliver exceptional customer experiences
- Leverage AI and automation

How It Works

Salesloft integrates directly into LeanData’s visual routing tool Flowbuilder, allowing it to reference campaign activity, manage rep assignment and automatically add prospects directly into a Salesloft Cadence or Play. Every action for the rep - whether created by a Cadence or a Play - is prioritized by Salesloft Rhythm to keep reps focused on the right buyers, at the right time.



ABOUT SALESLOFT

Salesloft delivers a performance force multiplier for the world's most demanding companies. Salesloft's Revenue Orchestration Platform, delivering the first AI-powered durable revenue engagement model, keeps market-facing teams on top of all buyer signals, with outcomes-driven prioritization so they always act first on what matters most.

Engage the Full Buying Group With Salesloft + LeanData.



Act faster on buying signals



Streamline marketing sales handoff



Deliver exceptional customer experiences



Leverage AI and automation

Proven Results with Over 800 Customers

REQUEST DEMO

Get Started Today:

Visit LeanData.com to learn more about LeanData's go-to-market operations solutions for Automated Scheduling, Matching, Routing and Engagement, or visit us on [AppExchange](#).

Why LeanData?

Today's growth leaders power their B2B selling with LeanData, the gold standard in modern revenue orchestration and an essential element of the modern RevTech stack. The LeanData Revenue Orchestration Platform, powered by No-Code Automation, simplifies and accelerates coordination of all the plays, people and processes needed to transform buying signals into buying decisions. LeanData is inspiring a global movement among its 1,000 customers and community of 5,000+ OpsStars worldwide, empowering them with revenue operations excellence that translates into compelling buyer experiences and competitive advantage. Join the movement!