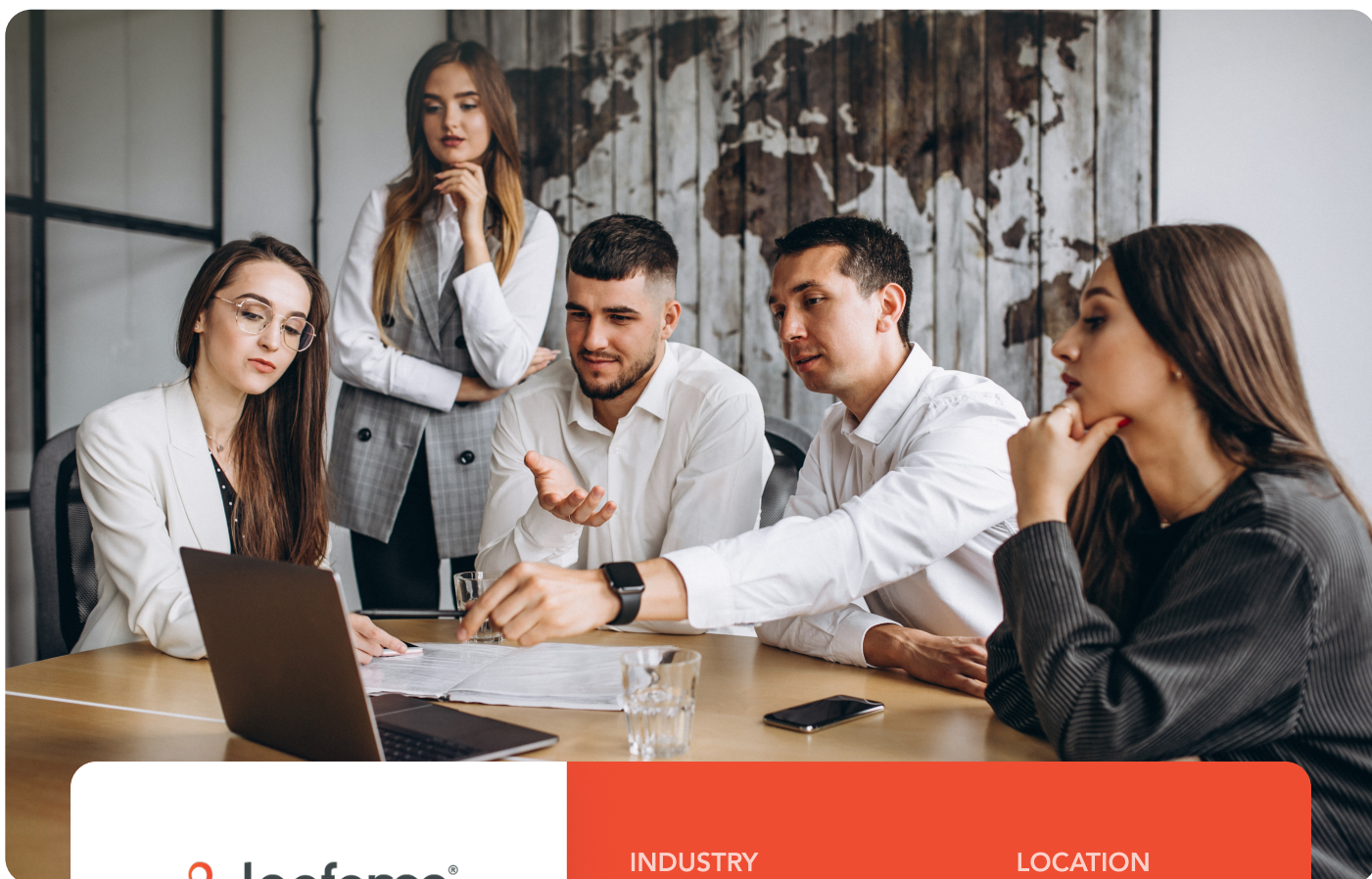


SLINTEL

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INDUSTRY
Computer Software

LOCATION
Raleigh, NC

Leoforce sees 2x increase in meetings booked with Slintel

Insights from:

Angela Browning,
Revenue Operations Manager,
Leoforce



About

Leoforce is a market-leading AI recruiting company. Its flagship product, Arya is an AI intelligence platform built for recruiters. The platform empowers talent acquisition professionals with the technology to automate sourcing and hire the right candidates for the right jobs at the right companies.

 **2x**

Increase in
meetings booked

 **10%-20%**

Pipeline
growth

The Challenge-Cleaning up bad data

Before implementing Slintel, Leoforce used Seamless.ai as their primary sales intelligence tool. However, it wasn't meeting their needs; the inaccurate data and the high bounce rates were making it difficult for the sales team to reach the right prospects.



“We previously used Seamless.ai and had issues with deliverability. The bad data hurt our sales team's productivity, our bounce rates, and Salesforce cleanliness.

As the RevOps manager at Leoforce, Angela Browning was looking for a reliable sales intelligence tool. One that would equip the sales team with accurate data to connect to high-intent buyers thus expanding their customer base.

The Solution

The CRO at Leoforce had used Slintel at his previous company and had seen a ton of success with it. Angela knew they could get good data and customer service at the desired cost. After bringing Slintel into the picture, things started to shift for the sales team. It supercharged the outbound prospecting cadences for the BDR team.

Leveraging Slintel made it extremely easy for Leoforce to cast as wide or as narrow of a net to provide their sales team with up-to-date prospect information. As a result of timely and relevant outreaches, opportunities started to flow drastically.

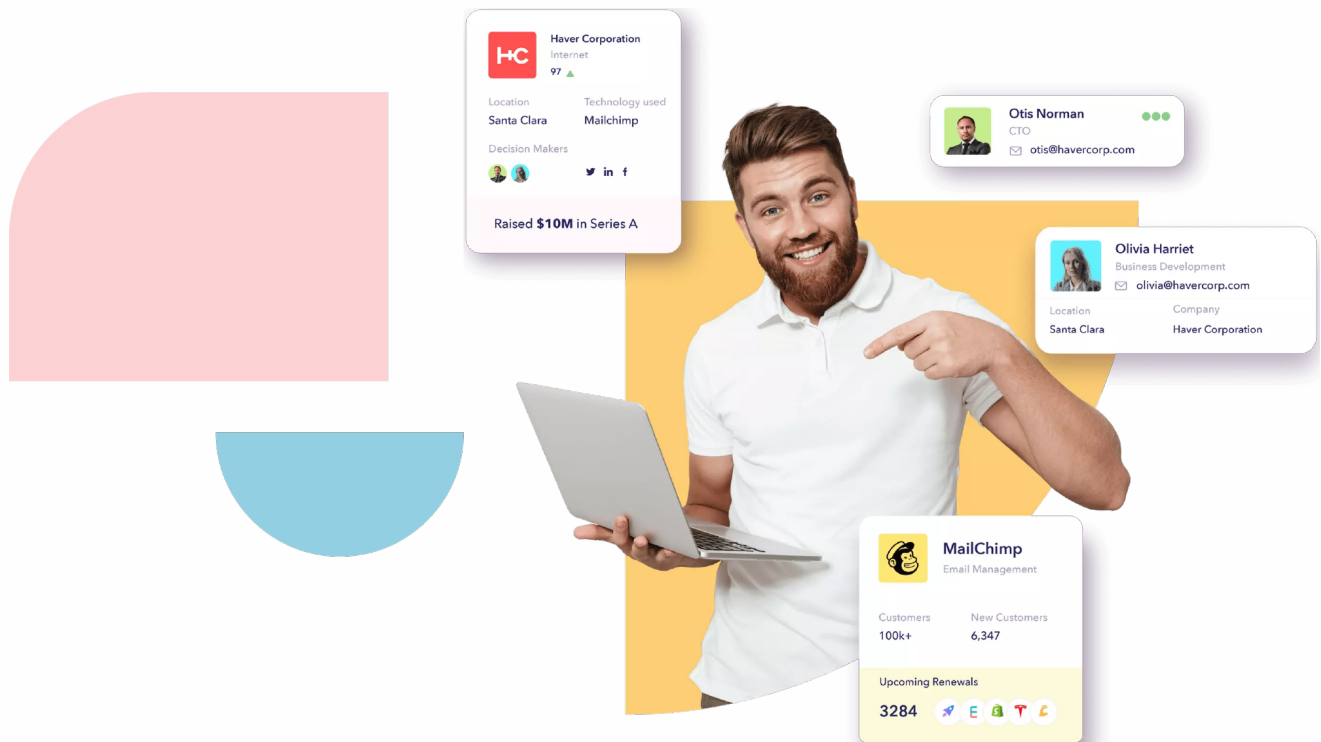
“ Without Slintel, the BDR team would have to manually do their prospecting and find contact information

“ We’ve had issues with bad data in the past and Slintel has helped us overcome that by not only providing accurate contact information but also enriching our current data.

The Outcome

From the time Leoforce has introduced Slintel into their tech stack, it has seen 10%-20% growth in the pipeline. Leveraging the email confidence score and accurate contact information, the BDR team has been successful in doubling the meetings. Angela remains hopeful of increasing the pipeline and meetings through Slintel. The sales team is better armed with a tool to reach their sales quota.

“ I love being able to filter by email confidence scores. This was a game-changer for us when we were running into issues with email deliverability in the past.



About Slintel

Slintel is a GTM intelligence software leader in capturing technographic-powered buying intent. Slintel evaluates over 100 billion data points and analyzes factors such as buyer journeys, technology adoption patterns, and other digital footprints to deliver market and sales intelligence. Born out of a desire to help buyers and sellers find their best fit, Slintel's mission is to improve transparency and trust in the B2B ecosystem.

Slintel is now a part of 6sense. With the addition of Slintel, 6sense takes another giant step in the direction of generating predictable revenue growth. Visit www.slintel.com or www.6sense.com to learn more.

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Want to learn more?
Talk to us today
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