

Taking Your Phone System Digital

A Guide for Sales Leaders



1

I want to stay **on top of my team's performance** and measure their efficiency. **How can my phone system improve visibility of the performance of my sales team?**



Aircall Features

Cloud-based phone systems bring greater accountability to your team via real-time stats.

- Live Feed
- Call Recording
- Call Center Analytics

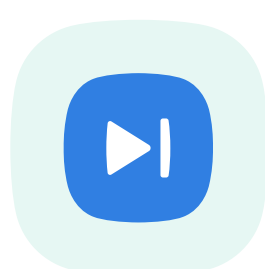


Benefits

Stay on top of your team's performance with complete and data-driven insights and adapt your business strategy based on the identified trends.

2

I want my team to spend less time on manual admin in order to boost productivity. **How is this possible?**



Aircall Features

Say goodbye to manual data entry and experience the new way of efficient sales work.

- Power Dialer
- Click to Dial
- CRM Integrations
- Call routing & Warm transfers



Benefits

Implement simple and automated processes to eliminate time-consuming, low-impactful tasks. Allow your team to focus on what they do best, selling!

3

My team is growing and I'm reliant on a simple onboarding workflow to meet targets. **How can I ensure a smooth ramp-up for new members of my Sales team?**



Aircall Features

Make the most out of VoIP technology and create an even smoother onboarding process & coaching environment.

- Live call monitoring
- Whisper function
- Call recording

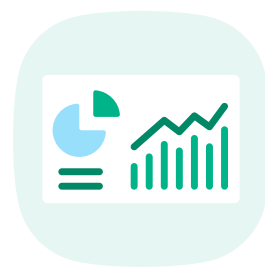


Benefits

Effectively train your new employees and follow their progress in real time. Identify individual areas of improvement for each sales representatives and **give them tailored advice** for better performance.

4

New tools will save me time but only if I can do it without IT. **How autonomously can my team adapt and change settings with their phone system?**



Aircall Features

Aircall's VoIP phone comes with an easy set-up & as an admin you can adjust settings on your dashboard whenever you want.

- One-click set up
- Plug and play integrations
- Easy drag & drop fine-tuning without need of IT

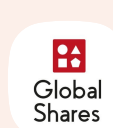


Benefits

Easily configure your settings on the Aircall dashboard and give your IT team to focus on something else. If needed, the Aircall support team is easily available to answer your questions.

“

Our use of Aircall will evolve as our business does - we estimate it will increase our sales rep ramp-up speed by around 40-50% . It's this flexibility that fills us with so much confidence.



Global Shares



Easy to install



+ 70 integrations with business tools



Advanced call statistics

Take your business into the digital age. Try Aircall free for 7 days.