

leadfeeder +



The 6 Steps Top Sales Performers Take to Get to No. 1

Featuring:

Scott Ingram, Account Director at Relationship One

Vanessa Knecht, Business Development Director at Leadfeeder

**Sales
Success
Stories**

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Scott Ingram

Account Director at Relationship One and
Host of the Sales Success Stories Podcast

leadfeeder



Vanessa Knecht

Business Development Director @ Leadfeeder
previously @UberEATS & @FiscalNote

1: Be in the Right Place



- Belief & Passion
- Team
- Ride the Wave

2: Find Mentors



- Top Sellers Inside & Out
- Customers
- You Own It

3: Develop Your OWN Process



- MEDDDPICC
- Getting Prospects to Opt-In
- Deep Discovery
- Authentic

4: Do The WORK



- Sacrifice
- Quantify and Measure
- Refine & Improve

5: Mindset Matters



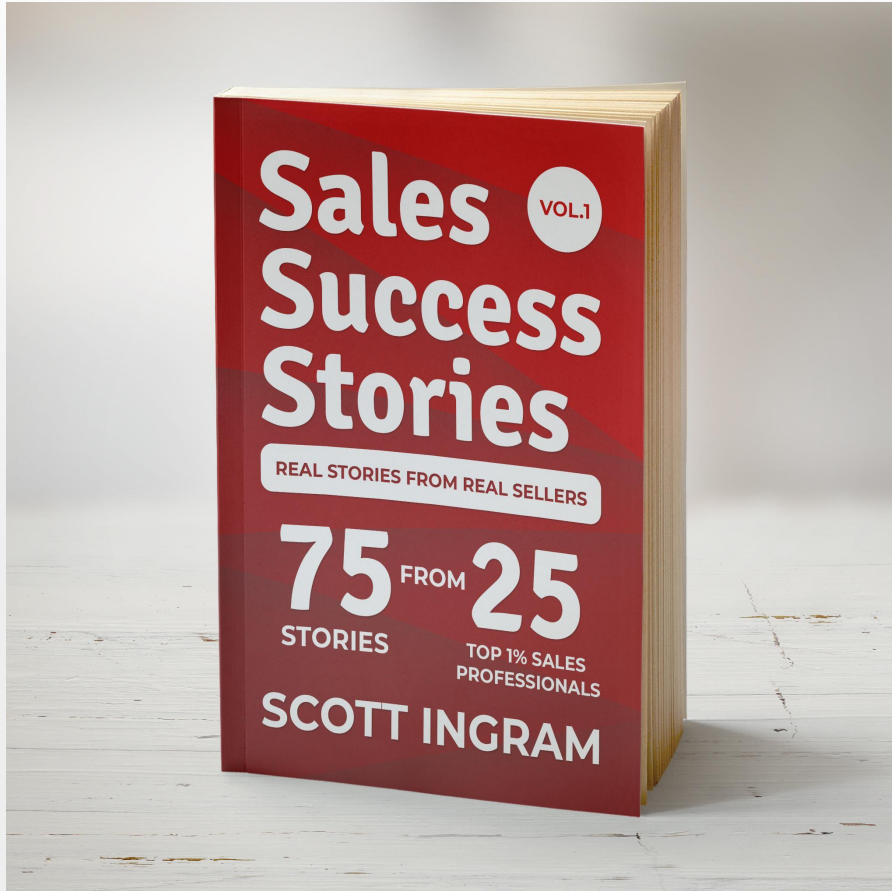
- 2X Sales
- Forget Your Quota

6: Be Yourself

do
you.

- Smashing Stereotypes
- Curate

Subscribe, Get the Deck & More Detail



- Subscribe to the podcast: top1.fm/subscribe
“Hey Siri/OK Google, Subscribe to the Sales Success Stories Podcast”
- Get these slides & more clips and episode references: top1.fm/leadfeeder
- Pre-Order the Sales Success Stories Book: top1.fm/scott-book

Insights from Growing + Managing Sales Teams

- Attitude - Be coachable
- Customer Forward - Focus on genuine relationships
- Leverage Your Network - Get out there
- Sense of Humor - Stay positive

Cultivate Those Traits

- Culture is King
- Find the Why
- Leverage the best tools!

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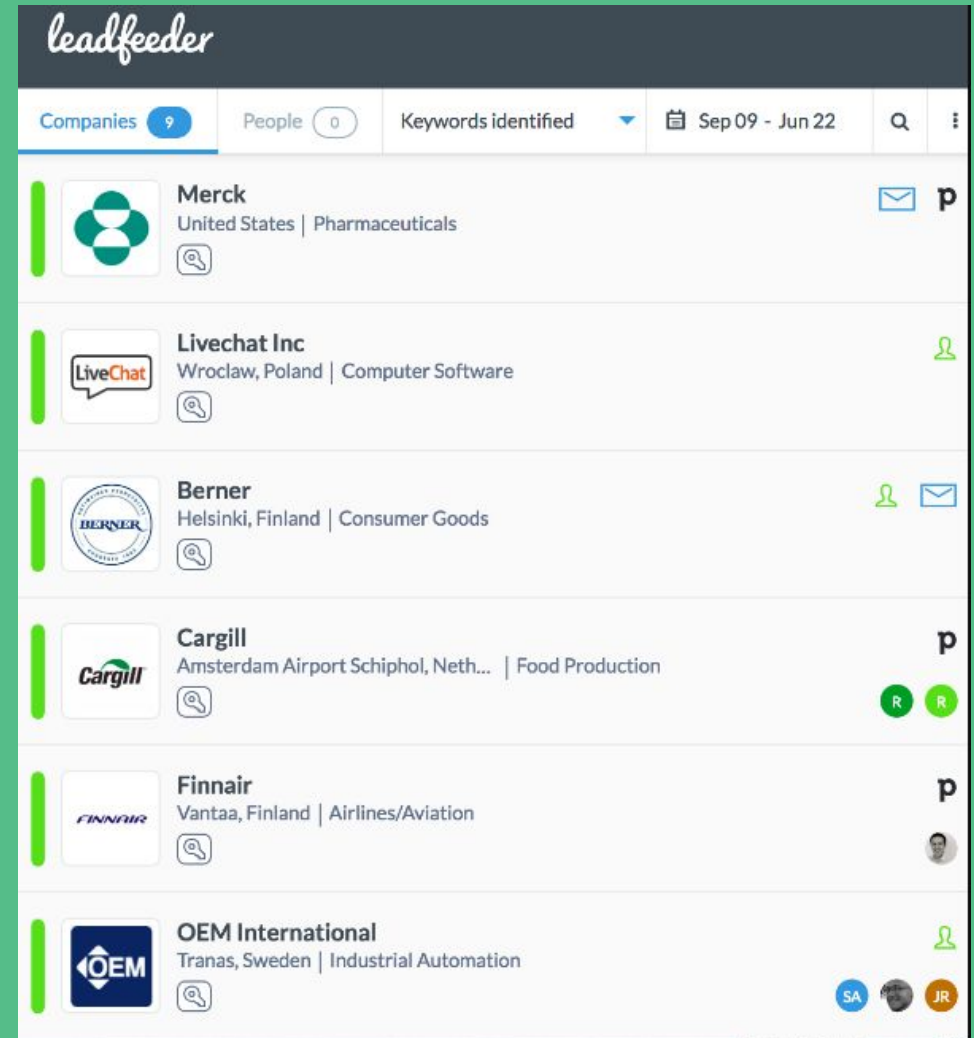
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Leadfeeder helps you identify, qualify and connect with your sales leads.

Leadfeeder uses your Google Analytics data to show real companies visiting your website. It integrates to your CRM and email marketing tools to increase your sales intelligence.

Identify New Leads

Don't waste your time on
non-qualified cold calls.



The screenshot displays the Leadfeeder web application interface. At the top, the 'leadfeeder' logo is visible. Below it, a navigation bar includes filters for 'Companies' (9), 'People' (0), and 'Keywords identified'. A date range filter is set to 'Sep 09 - Jun 22'. The main content area lists six companies, each with a logo, name, location, and industry, along with icons for search, email, and social media.

Company	Location	Industry	Search	Email	Social
Merck	United States	Pharmaceuticals	🔍	✉️	p
Livechat Inc	Wroclaw, Poland	Computer Software	🔍		👤
Berner	Helsinki, Finland	Consumer Goods	🔍	✉️	👤
Cargill	Amsterdam Airport Schiphol, Neth...	Food Production	🔍		p R R
Finnair	Vantaa, Finland	Airlines/Aviation	🔍		p 👤
OEM International	Tranas, Sweden	Industrial Automation	🔍		👤 SA 👤 JR

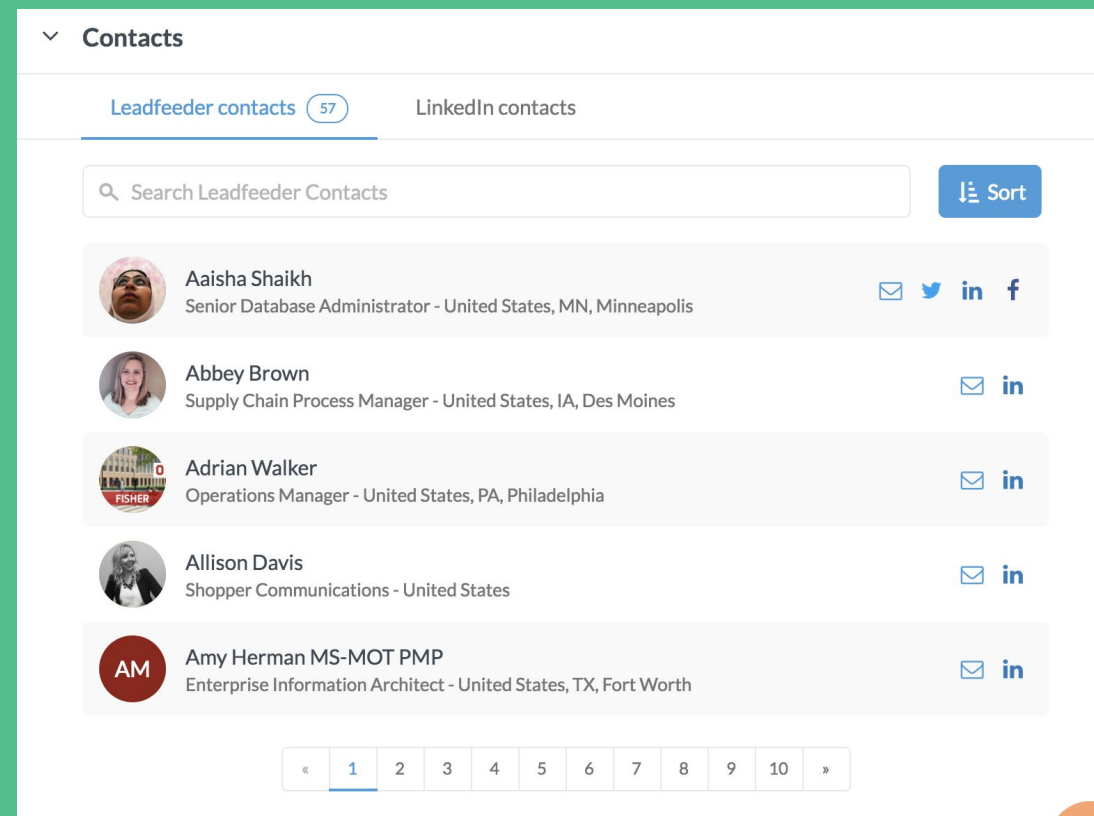
Qualify Leads

Website visitor details you need,
nothing you don't.

+ 11 Jul 2018 4:14 am	#6	Direct	1	? 00:00:00
+ 11 Jul 2018 4:14 am	#7	Direct	1	? 00:00:00
- 11 Jul 2018 4:08 am	#8	Direct	6	00:04:25
Direct				
↳ /leadfeeder-vs-lead-forensics/				00:00:47
↳ /integrations/pipedrive/				00:00:46
↳ /company/				00:00:50
↳ /leadfeeder-live/europe/thank-you/				00:01:06
↳ /customers/				00:00:56
↳ /jobs/business-development-specialist/				? 00:00:00
- 11 Jul 2018 4:08 am	#9	Direct	6	00:04:26
Direct				
↳ /press-kit/				00:00:49
↳ /leadfeeder-vs-hubspot/				00:00:47
↳ /integrations/mailchimp/				00:00:49
↳ /terms/				00:00:52
↳ /webinar/show/				00:01:09
↳ /customers/more-personal-leads/				? 00:00:00
+ 11 Jul 2018 4:07 am	#10	Direct	6	00:05:07

Connect with your leads


















Leverage our integrations to effectively connect with your prospects.



Contacts

Leadfeeder contacts (57) LinkedIn contacts

Search Leadfeeder Contacts Sort

-  **Aaisha Shaikh**
Senior Database Administrator - United States, MN, Minneapolis    
-  **Abbey Brown**
Supply Chain Process Manager - United States, IA, Des Moines  
-  **Adrian Walker**
Operations Manager - United States, PA, Philadelphia  
-  **Allison Davis**
Shopper Communications - United States  
-  **Amy Herman MS-MOT PMP**
Enterprise Information Architect - United States, TX, Fort Worth  

« 1 2 3 4 5 6 7 8 9 10 »

Success Story

“My role is to generate leads that fill up our sales funnel—or the top of the marketing funnel. The way that we use Leadfeeder is really to figure out which prospects are visiting our website and figuring out the best way to reach out to them. Maybe they haven't yet reached out to us either, but now we can be proactive in marketing to them and getting them into our sales funnel. Leadfeeder helps us do that.”

The logo for BeckTech, featuring the word "BECK" in a bold, blue, sans-serif font, followed by a stylized blue arrow pointing left, and then the word "TECH" in a blue, sans-serif font.

INNOVATION IN ALL DIMENSIONS

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Q&A

Thank You!

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