Sales Productivity Tools

What sales tools should you be using in 2019? I researched the top sales productivity tools recommended by sales and marketing experts, and I found some old faithfuls and a couple of duplicates... and a few ones I had never heard of! Note: all recommendations and comments about the tool are the expert's, not mine.



Neal Schaffer: Top 5 Productivity Tools for Sales and Marketing

https://nealschaffer.com/best-business-productivity-tools-sales-marketing/

1. LinkedIn Sales Navigator – The Ultimate Sales Productivity Tool for Social Selling
2. Leadpages – Efficiently Create and Manage Your Landing Pages for Marketing Productivity
3. Agorapulse – The Ultimate Social Media Dashboard for the Ultimate in Social Media Marketing Productivity
4. Boomerang for Gmail – The Ultimate Gmail Business Productivity Tool
5. Loom – Easily Create Videos and Screencasts for Free

Neil Patel: 10 Sales Tools for Boosting Results, Efficiency and More

https://neilpatel.com/blog/10-sales-tools-for-boosting-results-efficiency-and-more/

6. HubSpot - You gain access to tools that boost every aspect of your inbound sales strategy.
7. LinkedIn Sales Solutions - With a free trial, you should give the Professional Edition of Sales Navigator a try.
8. InsideSales - My favorite is the email and web tracking tool to enhance blog post traffic tracking.
9. ToutApp - One of my favorite features is the ability to create a “pipeline playbook,” complete with all of the data that you and your team need to stay in touch with a contact throughout the sales process.
10. Yesware - With access to high level, actionable insights, you’ll never again wonder what you’re supposed to do with the

data that you've collected.

11. Calendly - From sales calls to sales meetings, from interviews to demos, it has all of the features that you require.
12. Zoom - There are many video and web conferencing services to compare, but through my experience Zoom is one of the best in digital marketing sales tools.
13. ClinchPad - ClinchPad is an online CRM, built for small teams that crave big results.
14. Proposify - With this software, you can share beautifully created proposals with prospects in the cloud. In turn, you hope to close more deals in a more time efficient manner.
15. SalesLoft - This tool is built to help you "increase qualified demos & appointments."

Alice Heiman: 4 Sales Tools You Need to Know About

https://aliceheiman.com/4-sales-tools-you-need-to-know-about

16. 6Sense - Allows sales to focus on the customers who are ready to buy now, and keep tabs on the prospects making their way through the funnel.
17. Nimble - Has re-imagined customer relationship management by pioneering the world's first Intelligent Relationship platform.
18. App Data Room - An amazing new platform that keeps everything your sales people need at their fingertips or better yet, on their tablets.
19. Rehearsal - An easy to use platform for practicing any communication skill.

Inside Sales Box: 5 Must Have Sales Productivity Tools

https://www.insidesalesbox.com/blog/5-must-have-sales-productivity-tools

20. Salesforce - It makes it really easy for your sales reps to get connected across channels and promotes transparency in transactions and business models.
21. Yesware - It gives you the freedom to stay connected with prospects, grab opportunities and close deals, all from your Gmail, iPhone inbox, Outlook etc.
22. Inside Sales Box - It gives your reps the advantage of connecting with prospects in real-time basis, notifying them about every prospect action, emails, messages, etc.
23. LinkedIn Sales Navigator - You know the art of selling, let LinkedIn teach you the science of it.
24. Proposify - If you send the same product proposal to all your prospects, chances are that you will lose the best of your leads.