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PiSA sales and Echobot

Real-time data, not data decay

Integrate Echobot into PiSA sales CRM to ensure that your contact data is always up-to-date. Reliably research contacts, companies, information from the commercial register and the latest news on individual companies within seconds. Importing data into the PiSa sales CRM cannot be simpler.

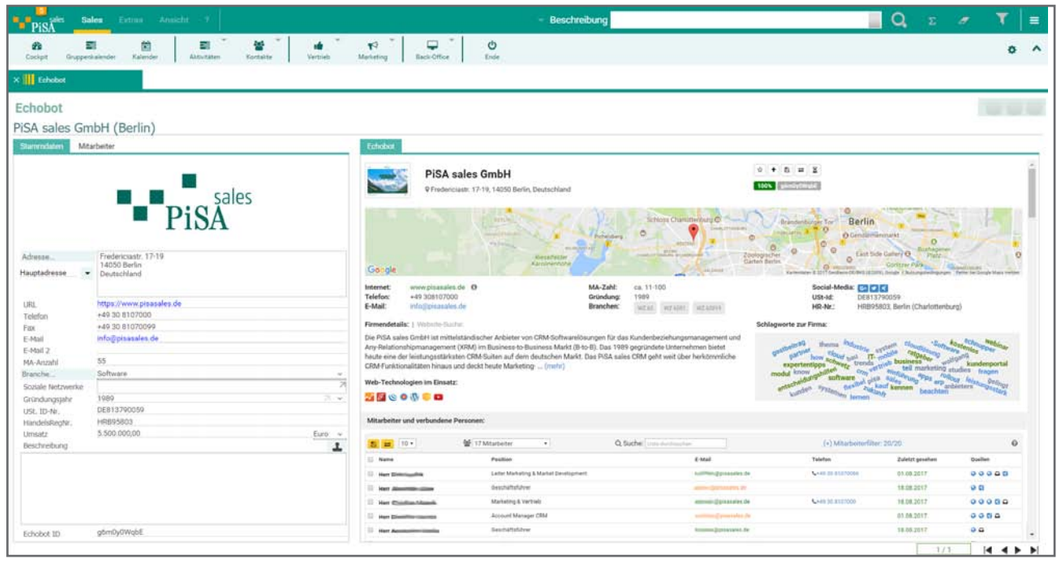
www.pisasales.de info@pisasales.de twitter.com/PiSAsalesCRM

Integrating Echobot into the PiSA sales CRM provides you and your colleagues with a whole heap of benefits. Use real-time data to research over one million companies in German-speaking countries and regions (D - A - CH) and find contact partners, contact details, advanced company information as well as the latest news to allow you to make initial contacts quickly and efficiently.

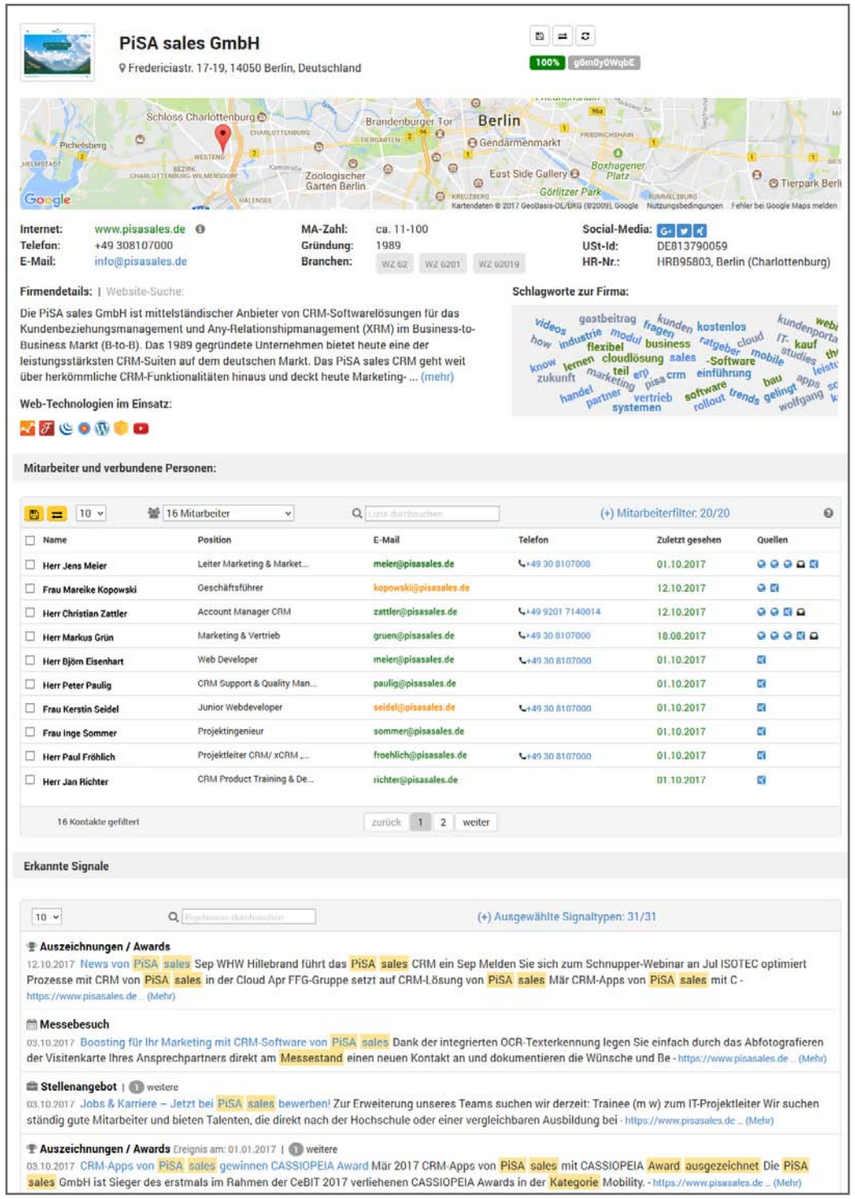
Echobot answers your most important questions directly in the PiSA sales CRM with just one click:

1. What does the company do?
2. How big is the company?
3. Who are the right contact partners?
4. Are there any news regarding the company?

This solution updates any obsolete contact details in your CRM system, making a widespread problem into something of the past. Echobot searches through company websites, commercial registers, press portals, social media accounts and publishing websites automatically. A powerful crawler checks that the data is up-to-date.



Integrating Echobot into the PiSA sales CRM



Correct company name and current address

Display of the company location on Google Maps

Contact details with website, telephone number and email address

Social media accounts, VAT registration number, registration number in the commercial register

Brief company description

Employee details from the company website, social media profiles and other sources

Current status information and news can be filtered according to signal type (e.g. new buildings, increases in turnover, takeovers, insolvency, etc.)

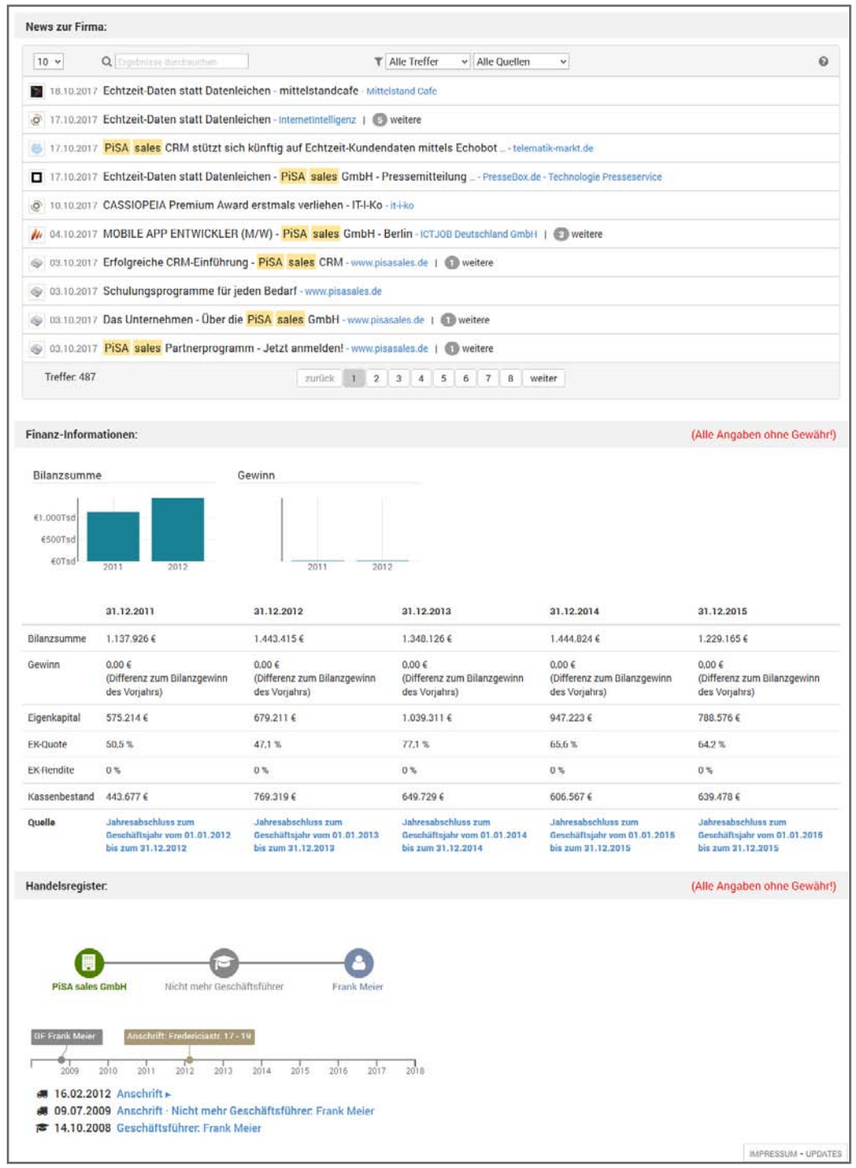
Profit from this automatic aggregate and edited information with just one mouse click, thanks to the intelligent standard interface to PiSA sales CRM. Needless to say, the powerful duplicate checking mechanism runs in the background whilst importing contact data. This gives you the security of knowing that you haven't saved the same contacts and companies twice. Should a company or a person be already saved in the system, you can decide if you wish to add any new information from Echobot or simply refresh it.

Use the button ⇄ to import company details and contacts into the PiSA sales CRM simply and conveniently. Just use copy & paste to transfer any additional information.

The continuously updated company file provides assistance to employees in key account management, sales and marketing as well as allowing them to keep an eye on the competition.

An overview of the current news on the company.

Information from the commercial register, annual reports, balance sheets



Your benefits at a glance for integrating Echoboot into the PiSA sales CRM

- Continuously updated information to leads, potential clients, customers, suppliers, partners and competitors
- Make active searches a thing of the past: a dossier on the respective company keeps you updated directly in the PiSA sales CRM.
- Import new contact partners while carrying out a highly efficient duplicate check in the PiSA sales CRM
- Take advantage of updated information on over 1 million companies and 6 million employees in the PiSA sales CRM right at your fingertips
- Innovative interface via webhooks

benchpark Kundenzufriedenheit "sehr gut"

INNOVATIONSPREIS-IT BEST OF 2017 initiative mittelstand CRM

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We will be pleased to advise you.

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Request a CRM info package

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