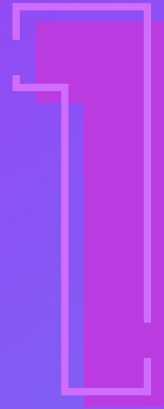




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**TOOLS THAT
EVERY SDR
SHOULD BE
FAMILIAR WITH**



asana



A versatile cloud-based collaboration software that lets users collaborate on projects, follow task progress, and engage in project management actions.



- Asana takes care of most of the dreary day-to-day tasks of organizing that most SDRs love to hate.
- Routine tasks, business objectives, task allocation, responsibilities, and real-time tracking are just some of the superpowers of this project management software.
- It coordinates with numerous applications like email, communication, and calendar, which makes it a pretty nifty CRM solution at a smaller scale.



HubSpot



HubSpot is Whistle's CRM tool of choice. In fact, we have obtained Platinum status in the HubSpot Solutions Partner Program. It is an incredibly rich and versatile resource for any SDR, as it contains all the tools any SDR would need for marketing, sales, content management, and customer service processes.



- > HubSpot is an end-to-end system that lets SDRs track their sales progress.
- > HubSpot gives SDRs a more holistic understanding of their sales pipelines and the ability to manage client relations better than ever.
- > The storing, tracking, managing, and reporting of tasks and activities has never been easier.



Gong



Gong goes beyond just a call recording system. It uses its serious number-crunching power to deliver statistics on almost every stage of the sales process. Centralizes all of your controls so that SDRs can access all of their CRM tools in one place.



- SDRs can identify sales risks and determine how variables contributed to success or failure by having statistics at hand.
- Steady stream of real-time customer engagement data can be used to trigger communications.
- Recordings are accessible to anyone with permission, and individual talk time percentages and question rates per conversation are measured.
- Recordings enable a more coordinated approach to sales and foster an environment where learning is accomplished through the mindset of the entire organization.



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