



teem

DataFox Case Study

Challenge

Talking to the right people at prospective accounts is a high priority for sales leaders. Rather than spend time building massive untargeted lead lists, Teem — a meeting management and workplace analytics platform — wanted their sales team to focus on coordinating quality conversations with high-value prospects.

Teem was looking for a strategic solution that would increase prospecting efficiency and facilitate consistent quota attainment.

Solution

DataFox provided a holistic solution for Teem with the following features:

Powerful list building. By using account filtering on over a million companies, Teem can build target prospect lists with greater efficiency, accuracy, and higher yield.

Real-time signals. DataFox provides real-time relevant company insights via email or Slack integration that alert sales teams when it's time to act.

"I don't want to lose a deal because someone else found out about a buying signal first; I want to know in real-time, and I want to reach out immediately."

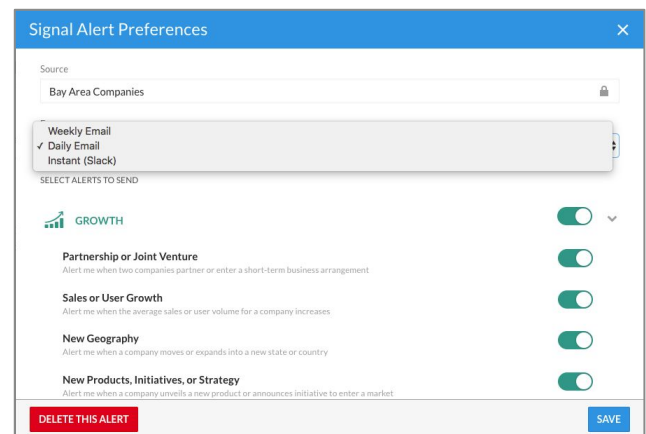
"DataFox allows me to win more deals."

Zach Barney
Director of Sales Development

Results

"With DataFox my sales development team is able to quickly identify new accounts to sell into by territory and market segment and prioritize those accounts with the right buying criteria. We're then able to facilitate contextual outreach with real-time signal data," said Barney.

"DataFox is the number one tool for my top-performing SDR."



DataFox Company Signals

About Teem

Teem is a meeting management and workplace analytics platform. Teem offers intelligent tools and powerful analytics to optimize people, places and technology.