



Webinar



Podcast



Event

Cognism 

A NEW PROSPECTING LANDSCAPE:

arm your sales reps to thrive

Thursday 5th Nov 2020
1-1.45pm EST | 10-10.45am PST

Please submit questions throughout

Our panel



KRISTAPOR GIRAGOSIAN
Chief Americas Officer
at Cognism



MATTHEW CHOINSKI
Sales Team Lead
at Cognism



ALEX OLLEY
Co-Founder, Head of Revenue
& Marketing at Reachdesk

Your 2020 Sales Team

Welcome To The New Normal



Welcome to the new normal

We'll cover:



Tactics for cold outreach and what approaches are working right now



List building with the right intelligence



The big reveal: the ultimate gamechanger for your reps



Arm your sales reps with the right tech stack

Cold Outreach. Lets Go!



Cold Outreach: Tips and Tactics



The Amazon Rainmaker



Be empathetic



Stop the new list obsession



Get creative with video



The Double Tap

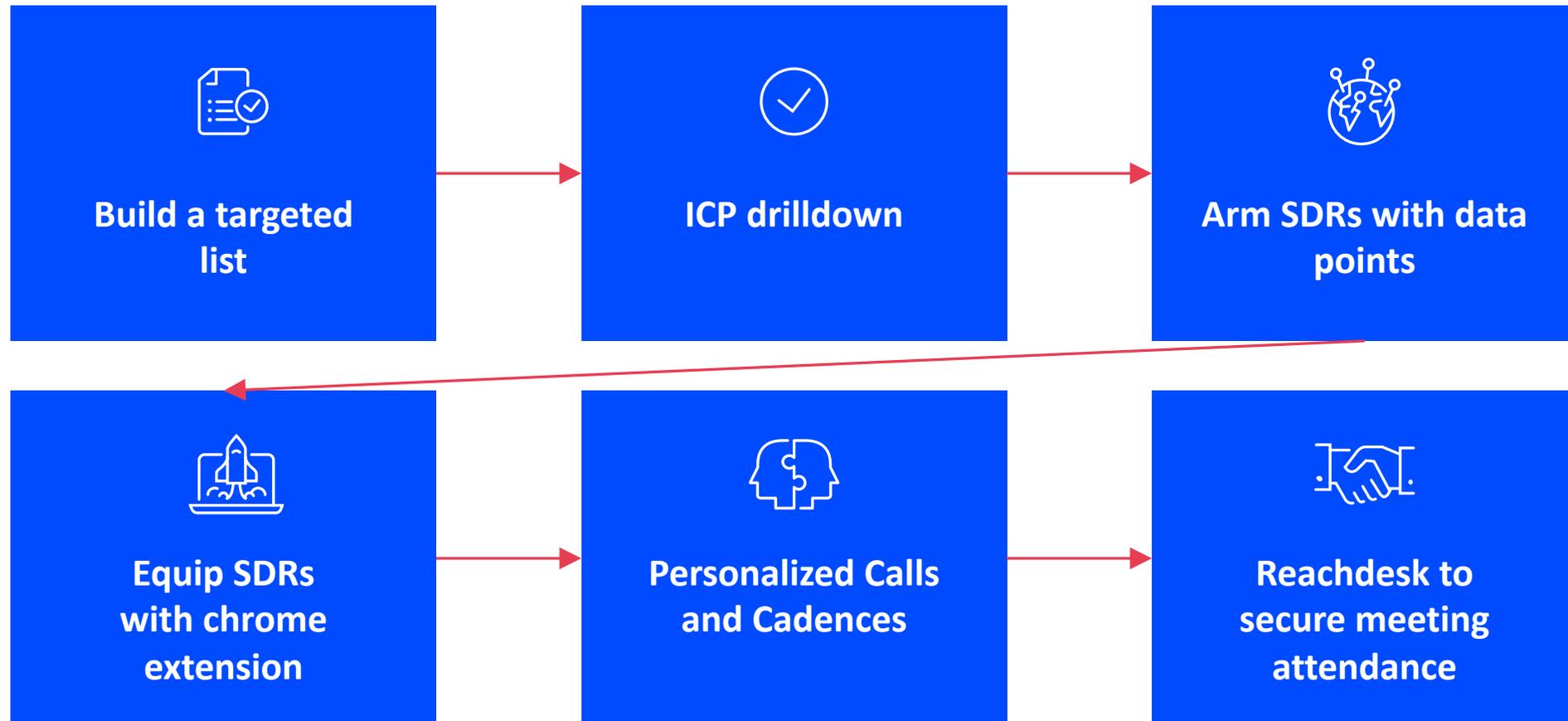


Inject personality into your prospecting

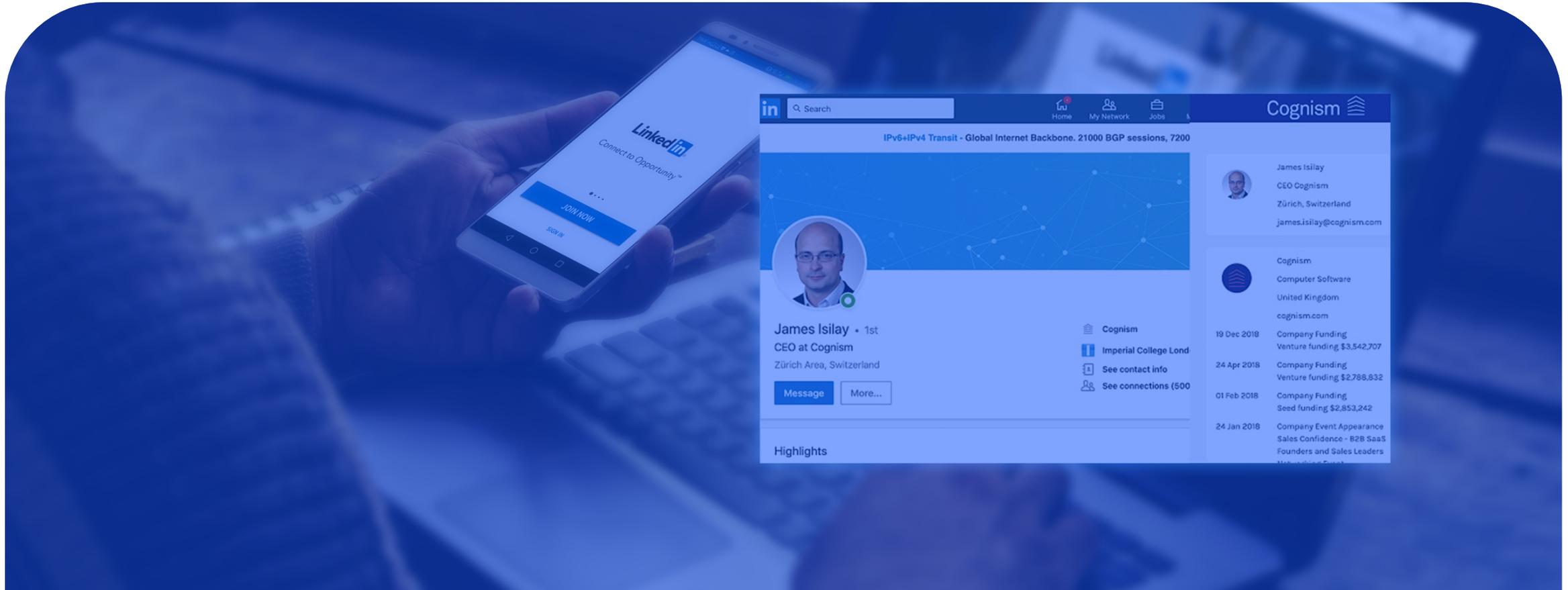
Intelligent List Building



The Cognism Workflow



No office extension. No problem. The gamechanger for sales reps



Tech Stack.

Arm your reps with the right tools



Arm your reps with the right tools

PROSPECTING TOOLS

Cognism 



DIRECT MAIL AUTOMATION



VIDEO HOSTING

 vidyard

SALES ENGAGEMENT



VISITOR IDENTIFICATION



BUSINESS INTELLIGENCE



APPOINTMENT SETTING


CHILI PIPER

Any questions?

This webinar has been recorded.
A link will be sent out later along with a copy of the slides.

For more resources on scaling marketing,
visit: cognism.com/blog