

We solve these challenges

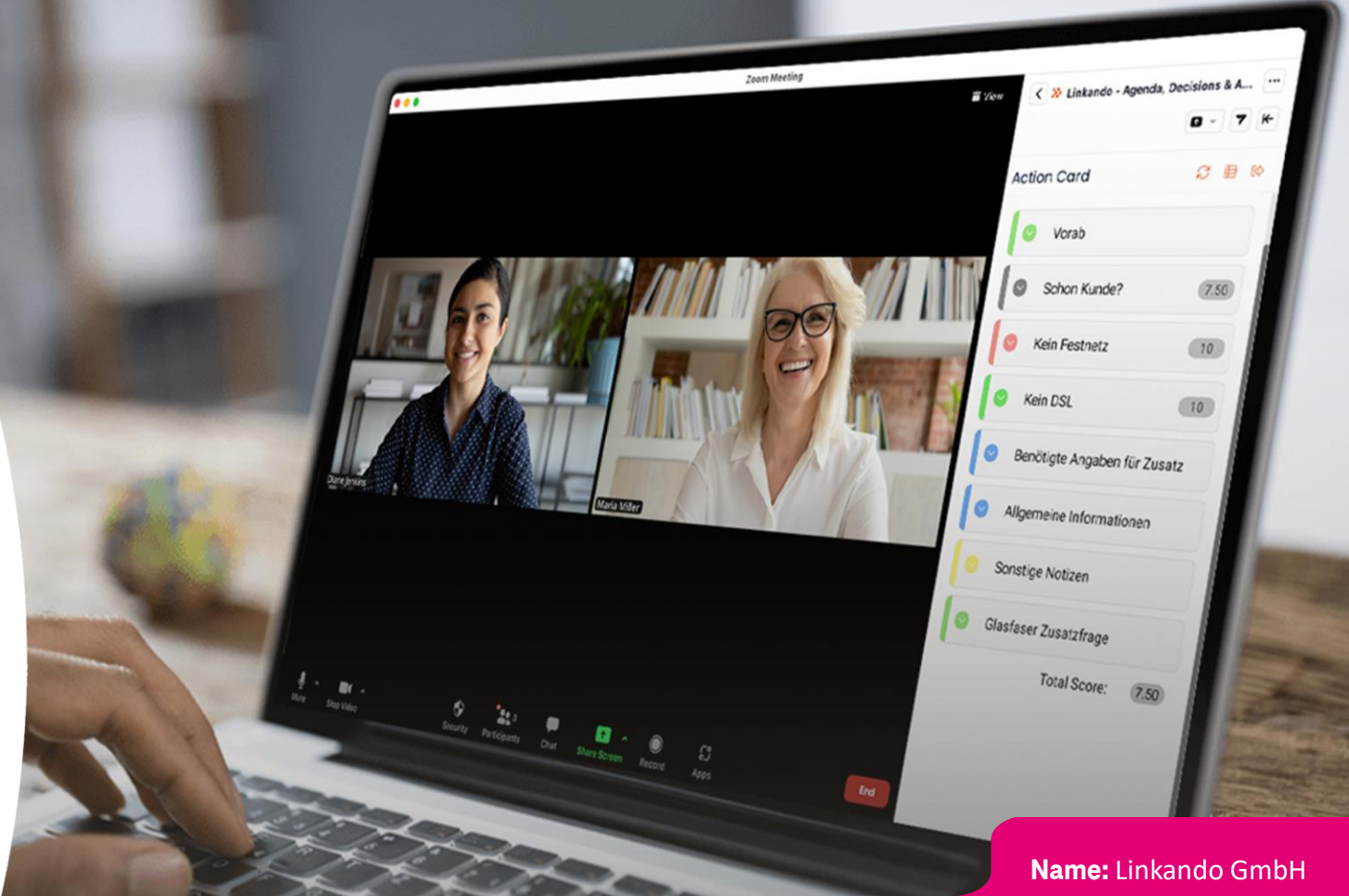
- Companies often face the challenge that not all members of the sales team know their customers equally well or can sell their products equally well, because some are lacking in experience or routine
- We help sales teams to standardize sales processes and procedures, to establish in-house knowledge management with regard to tried-and-tested procedures, and to scale their sales activities by replicating tried-and-tested methods and applying them to teams and members

This is what our solution looks like

- Linkando X is an SaaS solution that includes an app for Zoom X
- The combination of Linkando X and Zoom X enables users to digitize and scale external customer communication, and to make internal collaboration more efficient
- During communication with the customer, reference can be made to playbooks that pre-qualify the customers and guide the sales team through the entire sales process based on pre-defined help and instructions

Benefits from the Open Telekom Cloud

- Joint solution from the secure and powerful Telekom network



Name: Linkando GmbH

USP: Our software is seamlessly integrated in the Zoom X One platform (meetings, webinars, and telephony) and helps sales and service-oriented organizations to make their digital business processes more efficient and more scalable

Year founded: 2016

Industry: IT-Services

