



VALERIE SCHLITT ASSOCIATES

VSA Manages Appointment Setting Services With ExecVision Platform

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Haddon Township, NJ based VSA, Inc., serving as an inside sales team to help companies increase their sales, is now using ExecVision as a key tool to manage their progress in providing business to business (B2B) appointment setting services to their clients. Acting on behalf of its clients, VSA identifies qualified business leads and sets appointments for its clients' sales representatives. VSA Client Associates use phone and email as their primary communication tools.

Valerie Schlitt, founder and CEO of VSA, Inc. says: "It's a challenge to grow and maintain service and production quality." In an effort to support growth optimally, VSA has recently purchased the ExecVision call monitoring platform. This solution allows both VSA management and individual Client Associates to listen to their calls, mark areas for improvement and identify behaviors that are effective. Eventually, the ExecVision platform will integrate with VSA's CRM system.

"Our company sets goals for each client," adds Schlitt. "ExecVision is a key tool to manage our progress meeting these goals. We can identify where we need to make changes."

ExecVision is a software as a service solution that runs on the computer and smartphone. It is a conversation insights platform that is fully cloud based. It helps to unlock the valuable data that is generated from the various conversations that take place within businesses on a daily basis. It enables executives to listen to the elements of conversations that actually matter. In so doing, they are able to identify areas of improvement within their teams. Additionally, it provides them with invaluable insights into how their clients view their business.

VSA, as can be seen on their website, helps businesses with their appointment setting. They do this by integrating with their clients' teams, so that prospects feel as if they are speaking to the company itself. They create individualized programs that meet the needs of their clients, including things such as sending emails or accepting call backs in their name. They can also help with purchasing a calling list and can access their clients' calendars for appointment setting. Their goal is to find qualified decision makers and then follow up with them in a credible, professional manner to set up appointments that lead to sales.

VSA clients and marketing executives are encouraged to learn more about how the ExecVision program will benefit their VSA campaigns by contacting VSA through their website.

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For more information about VSA, Inc., contact the company here: VSA, Inc. Valerie Schlitt 856-240-8100 valerie.schlitt@vsapropecting.com 212 Haddon Avenue, Suite 8 Haddon Township, NJ 08108

VSA, Inc.

VSA, Inc. is a premiere B2B lead generation, appointment setting and outbound calling firm. We shine when clients have complex products and services, or need complex prospecting approaches. We serve companies, large and small, across the US and Canada.

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