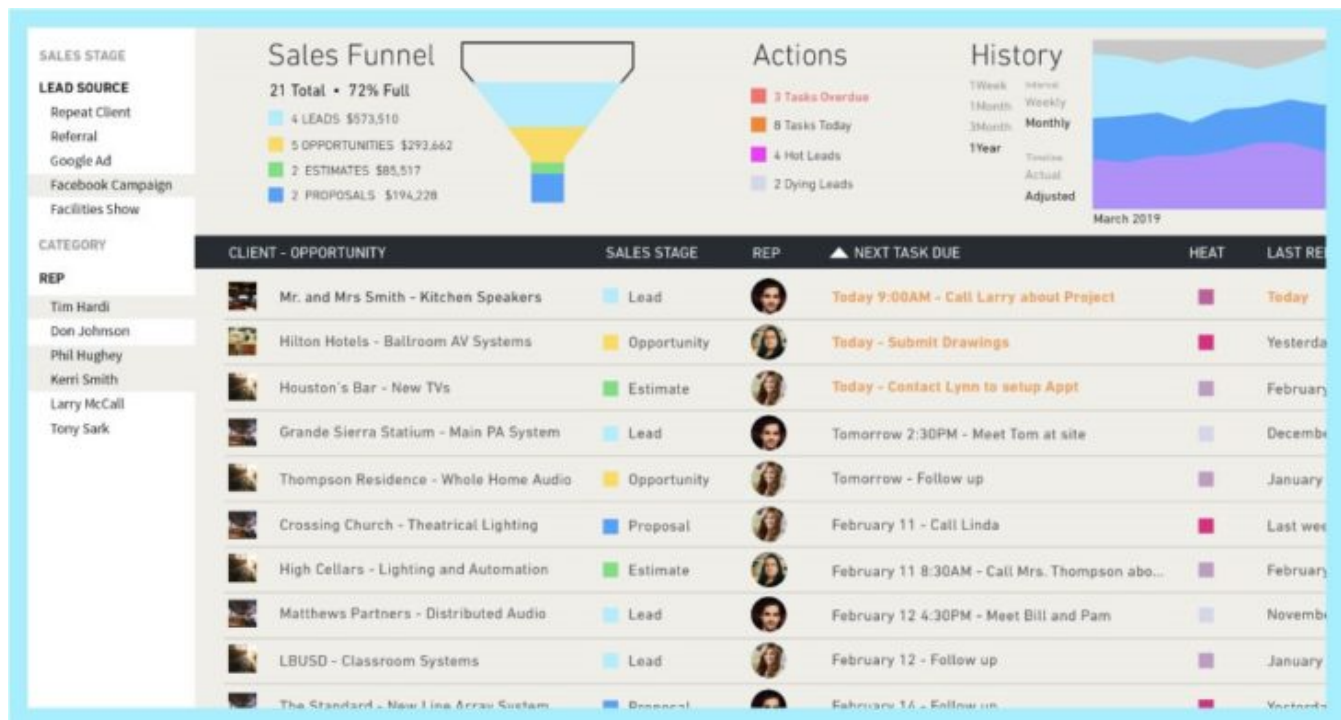


Jetbuilt Intros Funnel at ISE 2020

Written by Frederick Douglas
20. 02. 2020

ISE 2020 has Jetbuilt launch Funnel, a lead tracking platform the company says helps turn leads into opportunities and, in turn, into revenue through an efficient interface with a clear lead-tracking and workflow system.



Essentially, Funnel follows a lead from the moment it enters the top of the funnel and flows through the various stages to become a contracted projected. Emails to and from leads sync into Jetbuilt before archival within the Funnel platform, where sales reps and management can view, monitor and reply to developing conversations. Tasks for appropriate action are assigned and scheduled to ensure valuable leads are not lost or forgotten.

The Funnel main page provides a high-level view of leads and progression through the colour-coded stages of the sales funnel. Teams can easily track closes against the number of leads and proposals for any period, company-wide or by sales rep, see a quick-list summary of relevant information associated with every lead and filter and sort the list by a variety of criteria.

A Heat Indicator dynamically ranks leads, allowing users to sort and prioritise by temperature

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prompting appropriate action-- be it closing the deal with a hot lead or drawing a lukewarm prospect back into the sales conversation. The system alerts teams when the company funnel is becoming low to elicit action to market and reload with qualified leads. A history-at-a-glance report briefs users on close rates and times, company-wide or by rep.

Funnel is available as an optional add-on for the Jetbuilt Sales and Install platforms.

Go [Jetbuilt Funnel](#)