



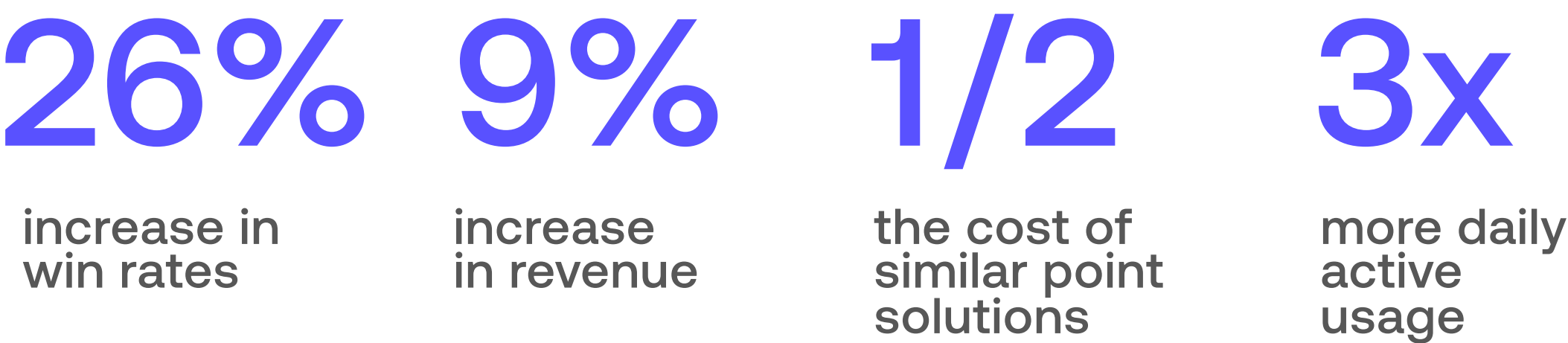
# Sales Execution Platform Overview

Every rep can sell like your best rep

Outreach is the only workflow-first sales execution platform that allows Sales, Revenue Operations and other Go-to-Market leaders to design, measure and improve seller workflows.



More than 6,000 companies use Outreach to cut through the noise and build a sales process that is structured, aligned, and repeatable.



We are no longer just chasing numbers. We're crafting experiences, building relationships, and setting new standards for excellence.



**Deepak Saleem**  
Director of Sales Development,  
Global eCommerce  
**worldpay**  
from FIS

**Forbes Cloud 100** (5 consecutive years)

The only sales execution platform with investments from **Microsoft** and **Salesforce**

Named one of **G2's Top 50** Best Sales Products 2023

**zoom DocuSign twilio okta**

**SIEMENS snowflake pendo**

**ConsumerAffairs STANLEY McKesson**





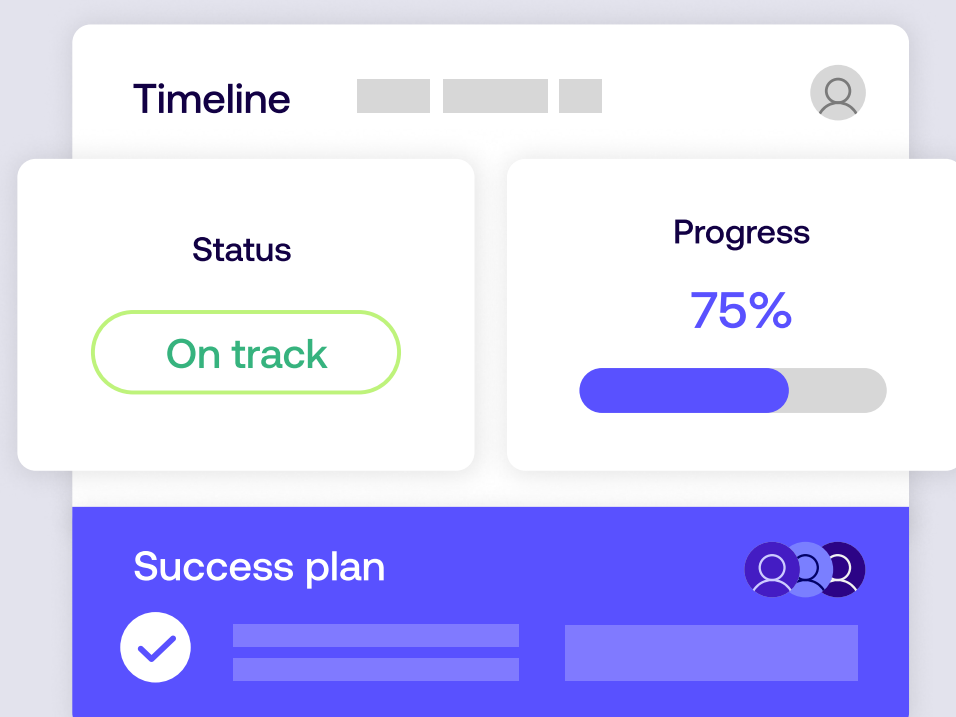
# The #1 Platform for Sales Execution

Get a clear picture of why you win, why you lose, and how to win more consistently.



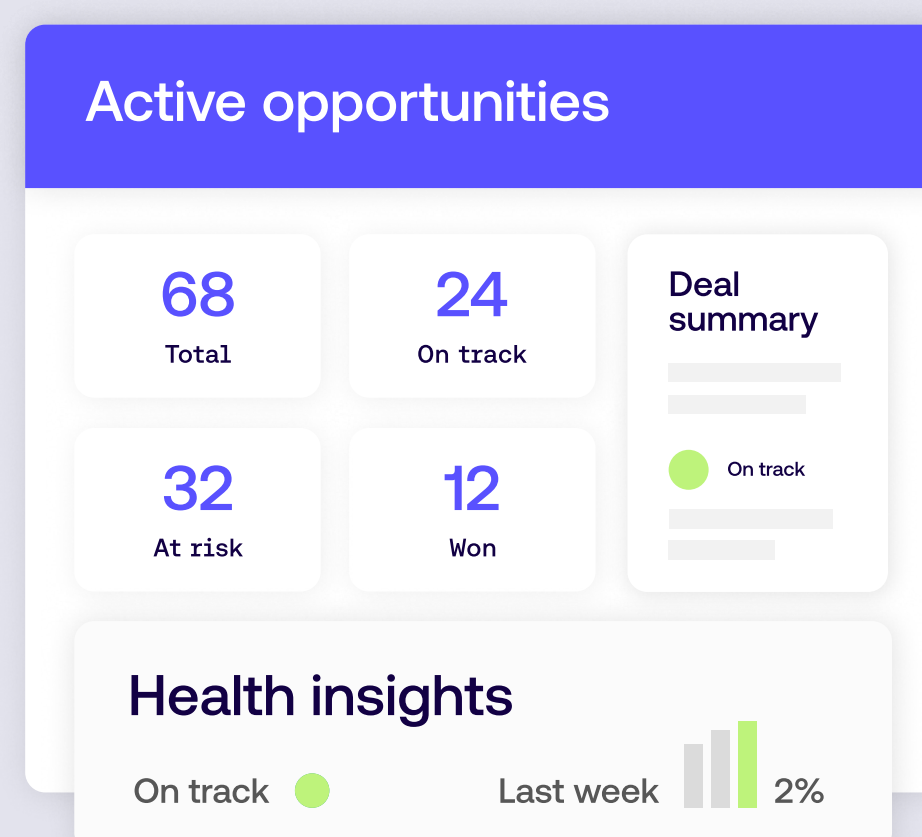
## Prospect & Manage Accounts

Help reps build quality pipeline and organize their books of business



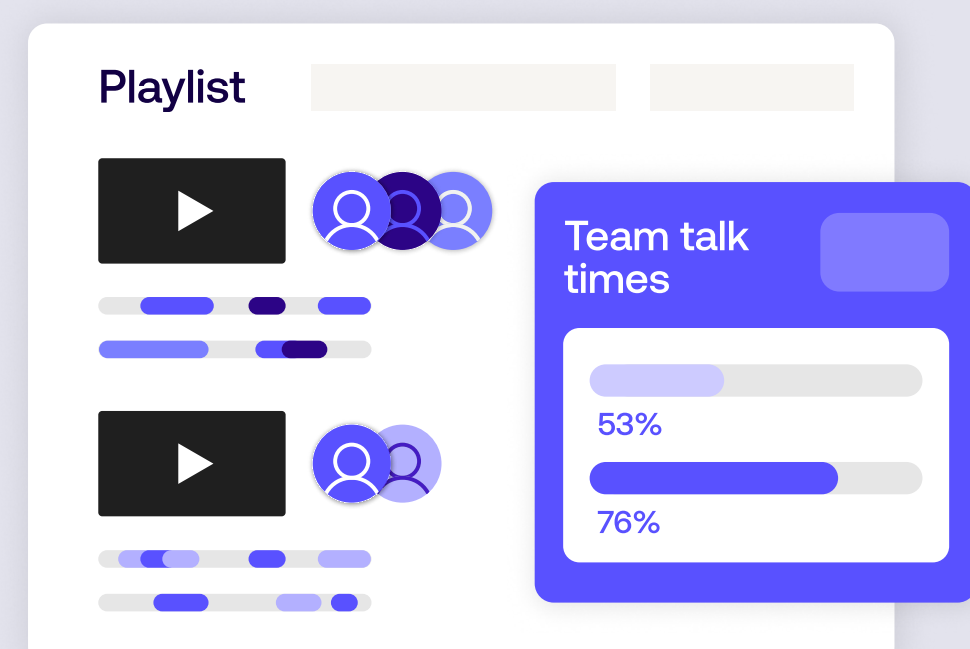
## Manage & Guide Deals

Advance more deals to the next stage



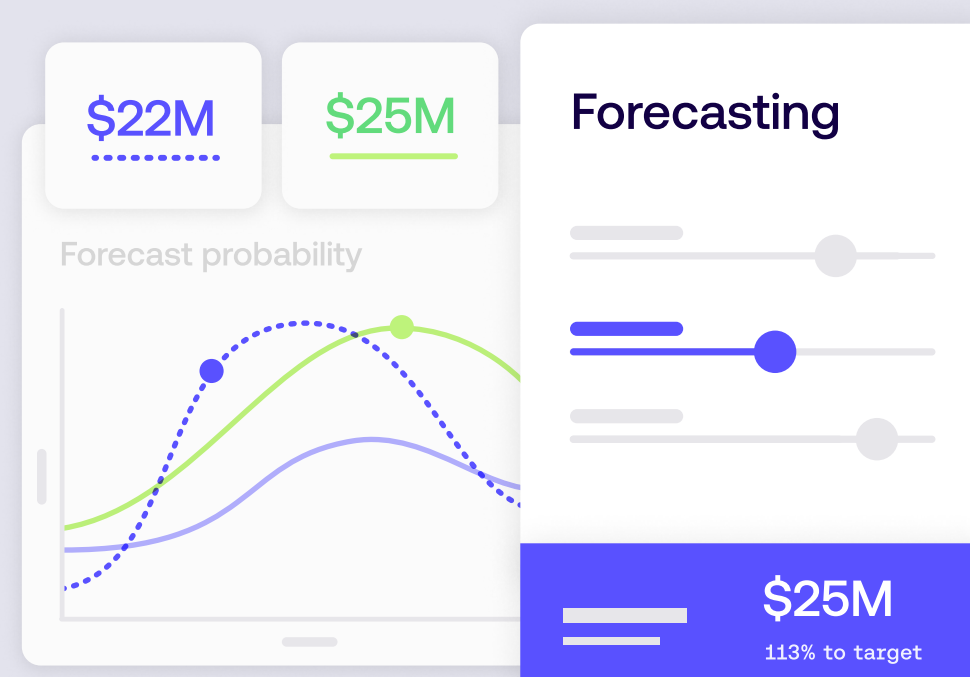
## Retain & Expand

Engage with customers and drive renewals and account growth



## Coach & Improve

Close skill gaps and improve rep effectiveness at scale



## Forecast & Plan

Create a board-ready forecast in minutes, not hours



Outreach is best-fit for customers who are:

B2B companies focused on sales-led growth with a resourced Sales/Rev Ops function

Using or implementing a supported CRM: HubSpot, Microsoft Dynamics, Salesforce

✓ Supported Languages: English, Deutsch, French, Spanish