

RevOps Bulletin

NEWSLETTER | DECEMBER 2024

We couldn't be more thankful for how 2024 turned out.

2024 is on its way out as we speak. We loved connecting with the 29+ new clients we onboarded this

year. We had our lessons and our wins, but what remains is endless gratitude.

While this past year has been great for us, we can't wait for 2025 to be an even bigger year for us in terms of growth and opportunities. But for that to happen, the learning must not stop. 🌽



Seamlessly migrate data from Salesforce

Salesforce is one of the most popular CRMs for businesses. When it comes to migrating data from Salesforce, there are several key points you need to check off before you begin the process.

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Using demand forecasting for inventory

management Learn how revenue operations can help

you align aspects of demand forecasting for your manufacturing business to optimize inventory management and achieve operational efficiency. READ MORE



Everything you need to know about

A/B testing A/B testing is one of the most important

steps for a new launch. Learn how to fully leverage your tech stack's capabilities to optimize A/B testing for a successful launch. **READ MORE**



webpages

Amagi's website restricted its editors from making quick updates and needed

extensive dev intervention for edits. Learn how Amagi optimized their website for editors as well as users. READ MORE

With this new update, HubSpot seeks to make lives easy for Sales reps by optimizing the lead

HubSpot product updates: fresh off the pan of

management experience on mobile devices to bring it to par with desktops. This update enhances the existing lead management on mobiles and adds several features like

Mobile lead management 2.0: manage leads on the go 🏃

saved views, board view, quick filters, and multiple pipelines to make it just as intuitive as desktop lead management.

This feature is available to Sales Hub Professional and Enterprise seated users. **READ MORE**

Create sales leads from mobile: add new leads from anywhere 📲 Before this update, sales reps couldn't add a new lead from the mobile app, and could only

With this new update, HubSpot has introduced three new entry points inside the sales nav system wherein reps can add new leads in the mobile app even while away from their desks.

generate a new lead if an existing contact in a specific stage emerged.

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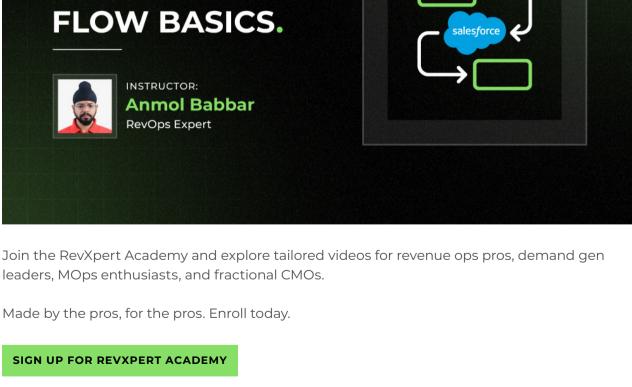
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SALESFORCE



"The work has always been delivered on "Professional, timely, and high-quality

Just Ask Our Clients

been promptly handled."

time, and any issues we've run into have

Partnership."

— David Homan

CEO, Orchestrated Connecting, LLC

— Nick Howard Strategy Director, EveLab Insight

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