

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. 🚀



INFOGRAPHIC

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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BLOG

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.

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BLOG

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.

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CASE STUDY

Reducing dev-dependency with HubDB 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.

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HubSpot product updates: fresh off the pan 🍪

Mobile lead management 2.0: manage leads on the go 🚶

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

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

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.

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— **Nick Howard**
Strategy Director, EveLab Insight



"Professional, timely, and high-quality Partnership."

— **David Homan**
CEO, Orchestrated Connecting, LLC

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