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## Accelerate sales within your team: Reply is launching its Team Edition functionality

*Reply's Team Edition allows sales reps to effectively collaborate on prospects, email campaigns, manage workload and permissions between team members, and perform account-based selling in teams.*

**San Francisco, California, April, 2nd, 2018** - Reply, a sales acceleration platform for SMB teams to automate one-to-one communication at scale, is launching the Team Edition (<https://reply.io/team-edition>) - the new functionality for sales professionals to accelerate sales in teams. The Team Edition is available for all Reply subscribers at no additional cost.

High-performing sales teams are 2.1x more likely to be very good or outstanding at their prospect collaboration capabilities according to Salesforce research, while in-person communication still remains sales' top channel for connecting with customers.

The Team Edition functionality provides sales professionals with a single environment to effectively collaborate on three main workflows:

- Inbound sales - manage workload between team members, change campaign owners and transfer contacts from one team member to another;
- Cold outreach and outbound sales - work on prospect lists, stay aware of prospect activity, check out current and finished campaigns and prospect statuses, emails and replies;
- Account-based selling in teams - collaborate on prospect and company levels for better outreach.

Team members are able to share the best performing email and campaign templates within the team or use pre-written ones with proven efficiency.

*"The Reply Team Edition enables sales professionals to make the most of teamwork and maximize efforts to accelerate sales in Reply",* said Oleg Campbell, CEO and Founder of Reply.

Reply's Team Edition offers a set of tools for team owners to manage the team and specify permissions by choosing between Public or Private modes, which covers different requirements of flat and hierarchical sales team structures. Admin features allow team owners to add and remove users and enable Team Edition from any Reply account.

**Links:**

Team Edition feature page - <https://reply.io/team-edition>

Team Edition video - <https://youtu.be/s1m1v-ONaSQ>

Headshot of Oleg Campbell - <https://www.linkedin.com/in/olegbilozor/detail/photo/>

**About Reply:**

Reply is a sales acceleration platform for SMB teams, which automates one-to-many communication and scales cold outreach capability, while keeping it completely personal.

Whether it's inbound, outbound, recruiting, account management, business development, new user trials or existing customers - Reply takes care of outreach at scale.

For more information, please visit <https://reply.io>