

How Kixie Helped Brokerpreneur Build A Revenue Generating Outbound Sales Process

Industry: Real Estate
Location: Tampa, FL
CRM: Zoho



Challenge

Matt Vigh is the Owner and CEO of Brokerpreneur Podcast, a company that empowers overloaded real estate brokers to become more profitable in their business. In addition to co-hosting two real estate focused podcasts, Matt also leads a remote outbound sales team which calls on behalf of clients.

When browsing for sales dialers, Matt was looking for a software that integrated with their existing tech stack, particularly with Zoho CRM. After almost two and a half years of searching for an outbound sales dialing tool, Matt came across Kixie PowerCall.



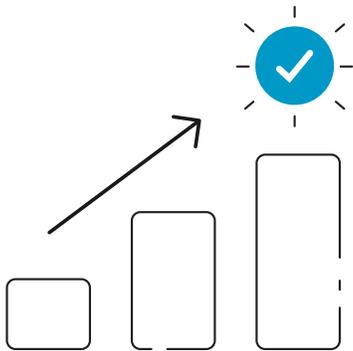
Matt Vigh speaks with a recent guest on the Brokerpreneur podcast.

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“ [Kixie] put real effort into accomplishing the things that they could. There were some things that they were just like, ‘Look, Matt, that’s just not going to work that way.’ and we were able to build a work around. That’s what I want when I’m paying a tech company. I want somebody that’s going to be engaged with what my problem is, and help me find a solution to it.”

- Matt Vigh, Owner and CEO, Brokerpreneur Podcast

After adopting Kixie, Brokerpreneur Podcast has seen significant improvements in team culture and outbound sales productivity.



Customized
Zoho One integration

Less anxiety
on outbound sales calls

Improved morale
among team members

Solution

After speaking with the solutions engineering team at Kixie, Matt finally got the response he was looking for. The process that he went through with Kixie to build out a custom Zoho CRM solution for his outbound team was a refreshing change from the indifference he'd been facing from other companies.

Matt's sales team now uses PowerCall, SMS templates, voicemail drop, and custom sales automations to streamline their outbound sales efforts. During our conversation, Matt made it clear that he was especially pleased with Kixie's level of care and willingness to work together with Brokerpreneur Podcast to find a solution. His team is now able to make more outbound calls with less anxiety and more reliability.



Click above to watch our full interview with Matt Vigh on YouTube.

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“We know the outbounds we’ve done on behalf of clients have risen...our clients are getting more value, because Kixie was willing to lean in and do what a great tech company should do. They treated me like what I was trying to accomplish in my business was important to them. I can’t thank Kixie enough for that.”

- Matt Vigh