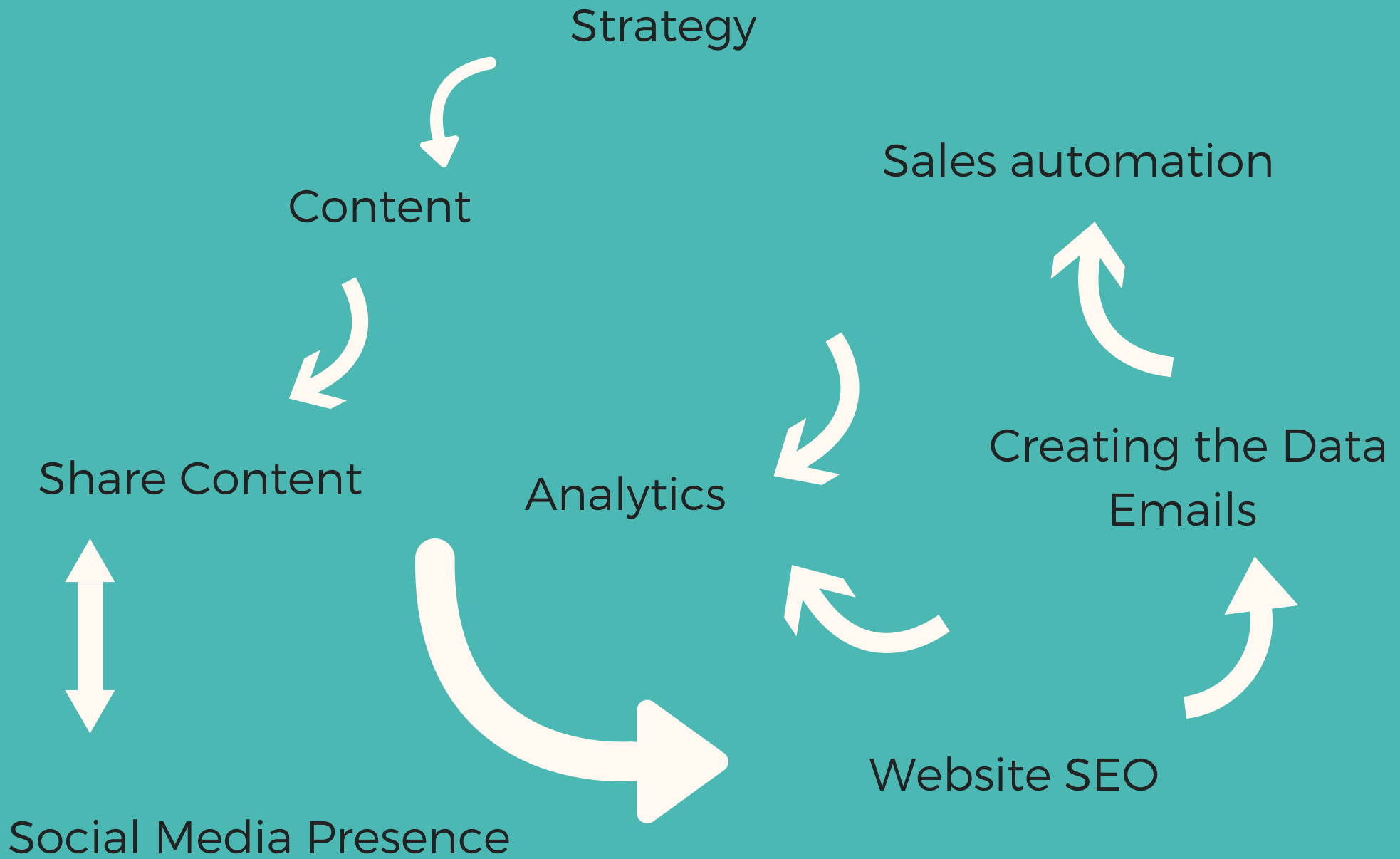




Inside Sales Tools

For SaaS founders



Content is still King



How to create good content

Get Ideas On <https://lucep.com/no-time-to-create-b2b-content-top-10-ways-to-overcome-this-problem/>



Distribution Of Content

Start Contributing



And a Subreddit

Share Content

inbound.org

Quuu

Curated Content Suggestions

Use article syndication services

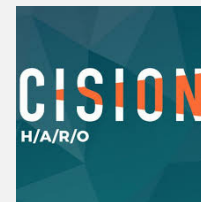


Taboola

Use B2B intent engine

bombora
the B2B data standard

Reach out to Journalists



BitesizePR

Manage the outreach



Build the list and check competitors

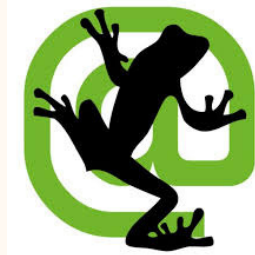
Buzzsumo

Tools that may be used for leveraging social media audience :



Tools for SEO

Screaming Frog-
used for in-depth
technical analysis on your
site



All in one SEO-
can be used to optimize
WordPress site for SEO

Creating the Data (emails)

Scrape websites for data

Screaming frog



Scrappy



Builtwith



Zoominfo



LimeLeads

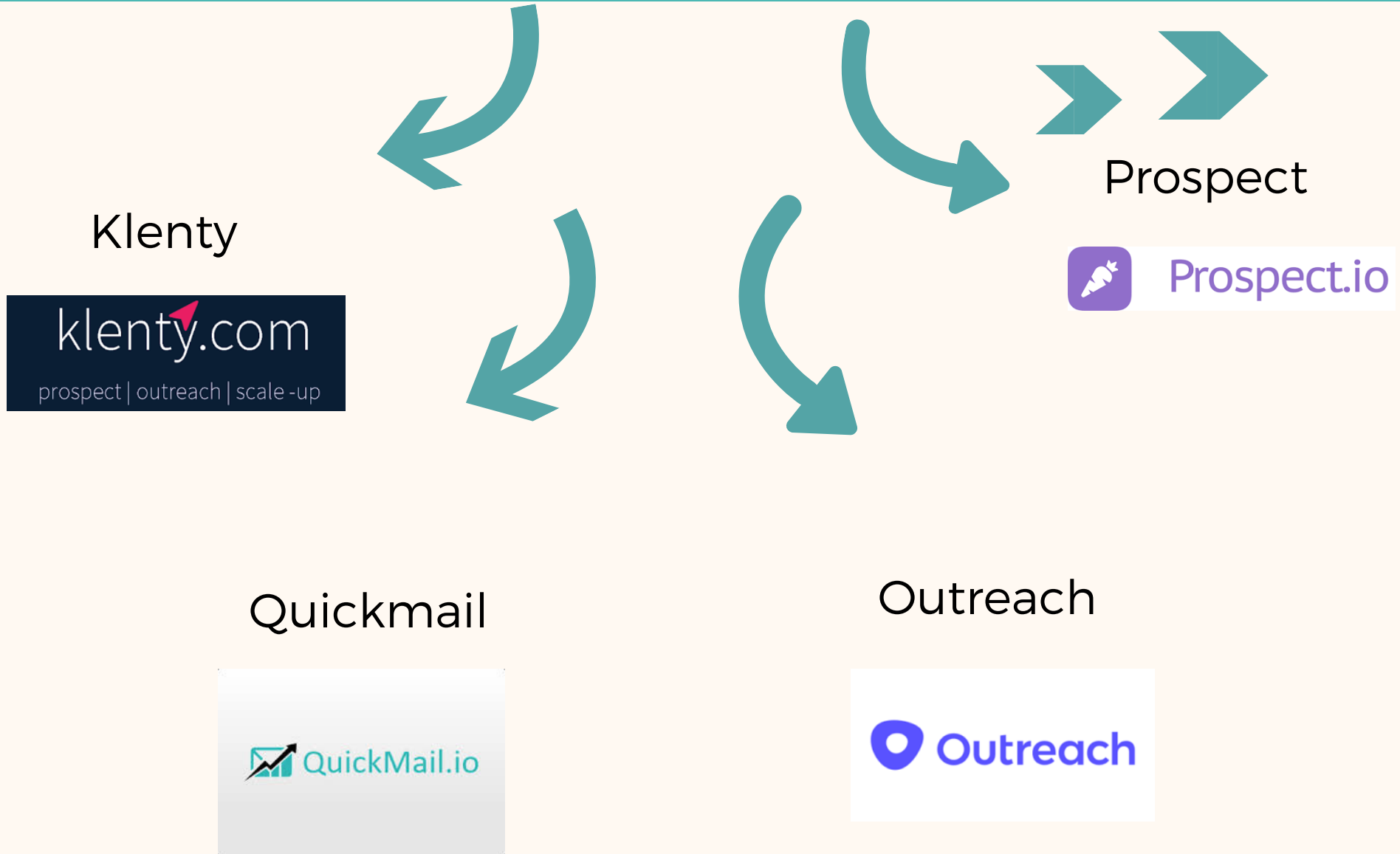
A modern way to find sales leads

Limeleads

Buy data from publishers like D&B

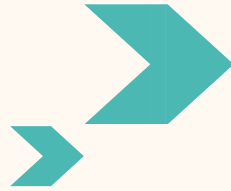


Mass mailers for a structured approach to sending emails



Analytics

Crazy Egg



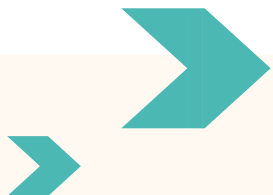
Google Analytics



Heap



Inspectlet



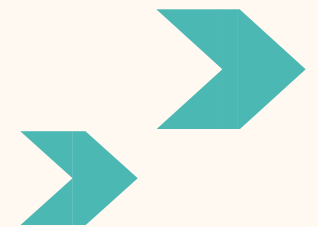
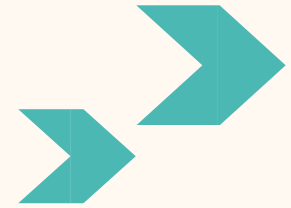
Hotjar



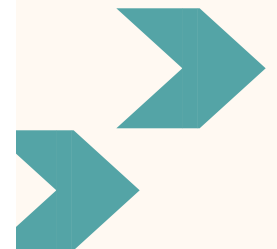
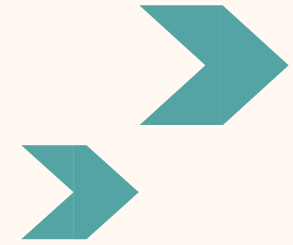
Mixpanel



Marketing Automation tools / Communication tools



A/B - MVT Tools



SaaS Founders In Co-Working Spaces

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