# DeepSales Service Guide

Eng ver.

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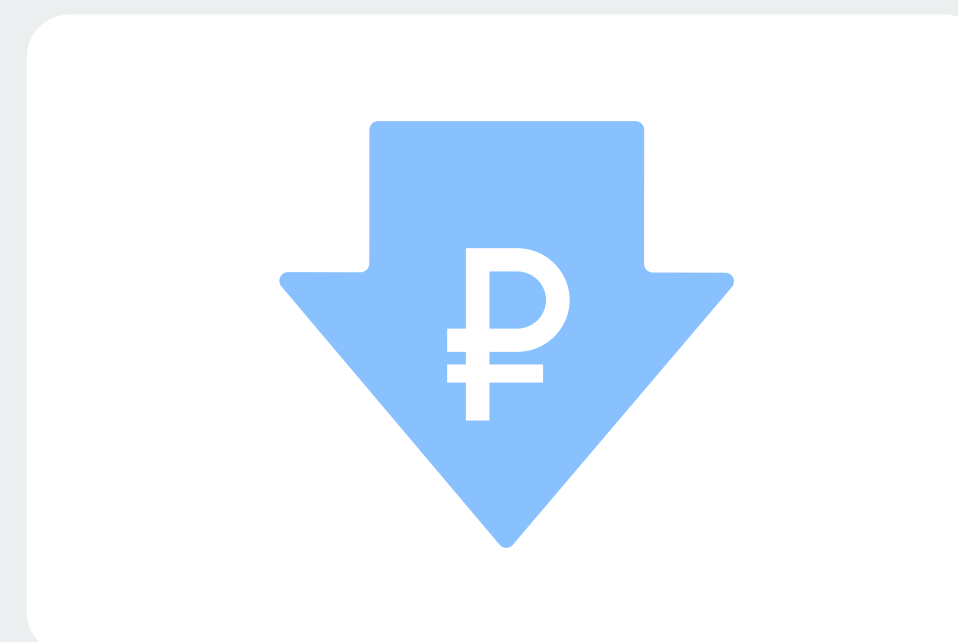# Lead Generation & Use Cases

What is a lead?

A lead is a potential customer who has shown some level of interest in your product or service. Lead generation is the first step in identifying potential customers. In the B2B sector, a well-executed lead generation ensures that sales efforts focus on prospects with genuine interest and purchasing authority.

Contacts

Verified
★★★★★
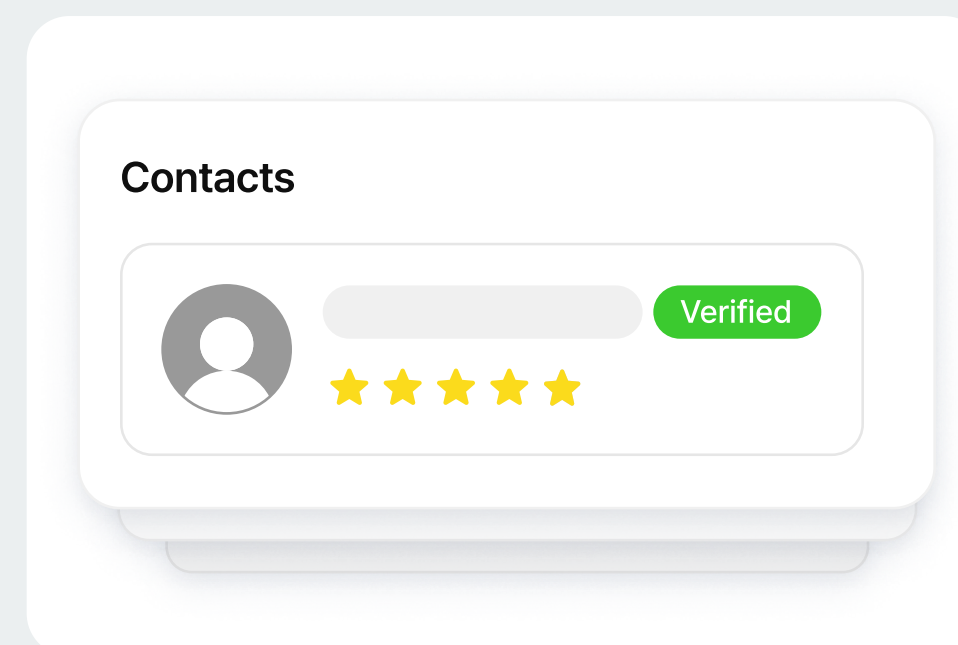
Discover High-Quality Leads

Identify potential customers with high purchasing potential, improving conversion rates and sales efficiency.

Save Costs & Improve ROI

Reduce marketing expenses and maximize return on investment by targeting leads more effectively.

Grow Sales Pipeline

Maintain a steady flow of new leads to support stable sales and revenue growth.

Lead Generation & Use Cases

Case 1

"At Oneulook, we help fashion brands find influencers for their marketing efforts. Initially, we faced challenges with manual data collection, which led to inefficiencies and limited results. However, since partnering with DeepSales, we've been able to secure high-quality, accurate leads.
This has allowed our marketing to become more personalized and effective, resulting in a 2.8x increase in revenue. Our cold email campaigns have doubled in scale, and, according to search engine metrics, our brand awareness has increased by an impressive 354%. "
Thanks to DeepSales, we're seeing substantial improvements in our overall marketing performance.

Oneulook CEO, Joung Ho An

Lead Generation & Use Cases

Case 2

"DeepSales has made my sales activities much more efficient. The data provided by DeepSales offers real-time and accurate lead information, and when used alongside a CRM tool, lead management becomes significantly easier. By automating lead generation and quickly identifying necessary information, our sales team's productivity has greatly improved."

"The key to sales is not missing any leads. When making cold calls, I made sure to check every phone number starting with '070' to avoid missing a single call. This meticulous approach is crucial. During an M&A process in Hong Kong, I attempted over 200 calls, which led to acquiring many meaningful leads. Additionally, searching for company names with '010' on Google often helped me find the contact details of the relevant personnel."

Divines CEO, Kyung-man Bae

How to Use DeepSales

About services

DeepSales is a B2B sales intelligence platform that helps companies efficiently identify potential customers and boost their sales. With an AI-powered keyword search and multifaceted filter options, users can quickly and easily access potential customer information that meets their specific criteria. Maximize your sales efficiency and save valuable time with DeepSales.

Prospecting

Use DeepSales' AI search and refined filters to discover potential lead information.

Discover

Experience high-quality data through carefully curated filter templates by the DeepSales team, and uncover new business opportunities.

Share

Save explored lead information to "My List" and share it with your team.

Export

Export lead information as a CSV file for versatile use. Integration with CRM services is also available.

DeepSales Membership [Monthly] (Pro, Elite, Team)

DeepSales Membership [Monthly]

Pro	Elite	Team

Pro

$39

Recommended for solo founders who want to accurately find potential customers on their own.

- ✓ 130 credits
- ✓ Explore 5,000 contacts
- ✓ AI search support
- ✓ Detailed filter enabled
- ✓ 1 person available

Elite 🔥 POPULAR

$96

Recommended for small teams looking to manage and collaborate on their leads together.

- ✓ 330 credits
- ✓ Explore 5,000 contacts
- ✓ Unlimited e-mail views
- ✓ AI search support
- ✓ Detailed filter enabled
- ✓ Up to 2 people can use it

Team

$154

Recommended for sales teams that need to rapidly gather a large volume of high-potential leads.

- ✓ 600 credits
- ✓ Unlimited e-mail views
- ✓ Unlimited e-mail views
- ✓ AI search support
- ✓ Team Dashboard, Activity Analysis
- ✓ Bulk Export Support
- ✓ Up to 4 people can use it

Check Pricing Plan Link

Link

Membership [Annual] (Pro, Elite, Team)

DeepSales Membership [Annually]

Pro

Elite

Team

Pro

$29.25 $117 OFF

Monthly, Annual Payment

Recommended for solo founders who want to accurately find potential customers on their own.

- ✓ 1,560 credits
- ✓ Explore 5,000 contacts
- ✓ AI search support
- ✓ Detailed filter enabled
- ✓ 1 person available

Elite 🔥 POPULAR

$72 $288 OFF

Monthly, Annual Payment

Recommended for small teams looking to manage and collaborate on their leads together.

- ✓ 3,960 credits
- ✓ Explore 5,000 contacts
- ✓ Unlimited e-mail views
- ✓ AI search support
- ✓ Detailed filter enabled
- ✓ Up to 2 people can use it

Team

$111.5 $422OFF

Monthly, Annual Payment

Recommended for sales teams that need to rapidly gather a large volume of high-potential leads.

- ✓ 7,200 credits
- ✓ Unlimited e-mail views
- ✓ Unlimited e-mail views
- ✓ AI search support
- ✓ Team Dashboard, Activity Analysis
- ✓ Bulk Export Support
- ✓ Up to 4 people can use it

Check Pricing Plan Link

Link

Membership Information (Enterprise)

Enterprise

The Enterprise plan offers a customized business solution for large teams, allowing flexible arrangements for credits and team member seats. Additionally, pricing negotiations are available for annual payments.

Please submit the inquiry form, and we will promptly review your requirements to propose your ideal solution.

Enterprise Annual payment only

Cost Negotiation

Contact sales team

Click

Contact sales team

Your inquiry will be sent to our sales team, and we will get back to you as soon as possible.

First name

Enter first name

Last name

Enter last name

Company

Enter company name

Job title

Enter job title

Company location

Please select the area to which the company belongs

Email

Enter your work email

Phone

Select

Enter your phone number without dash

Inquiries

Please let us know your business and inquiries.

Credit Information

What is credit?

Credits are used when you view contact details or export CSV files. They are refilled monthly based on your plan, and more can be purchased if needed. Each feature uses a different number of credits for example, 4 for a phone number, 1 for an email, and 1 for a CSV export.

Phone Number View

Credits Used: 4 credits

Email View

Credits Used: 1 credit

Export CSV

Credits Used: 1 credit

Charging Credit

Are you short on credits? Keep the benefits by purchasing additional credits.

Charge credit

Click to Recharge Credits

Credit Introduction

How to Recharge Credit

If you have used all credits in your current subscription plan, please purchase additional credits.

Onboarding process

Getting started

The onboarding process consists of 4 essential steps. Complete all steps to receive 20 free credits. Each step automatically grants 5 credits.

Get started and earn free credits

Steps progress

5/20 credit earned   25% Select

Invite your team members.

Invite your team members and join us for a list of potential customers.

Invite team ⧉

Step 1   ✓   Prospecting leads with our database of 150M+ contacts   **Earn 5 credits**

Click to complete onboarding

View FAQs

Step 2   ✓   Explore more relevant lists based on your information   **Earn 5 credits**

Using Credits

Credits can be used to reveal the contacts of prospective customers you have explored. Credits granted through onboarding are valid until the end of each month.

Step 3   ✓   Use My Lists to save and categorize potential customers.   **Earn 5 credits**

Step 4   ✓   Set up a potential customer persona and discover a new lead each week   **Earn 5 credits**

Prospecting

How to use the AI search

I want to find rental space company in the US.

Type "rental space company in the US" in the AI search window and you'll get the appropriate result.

Prospecting Link

Link
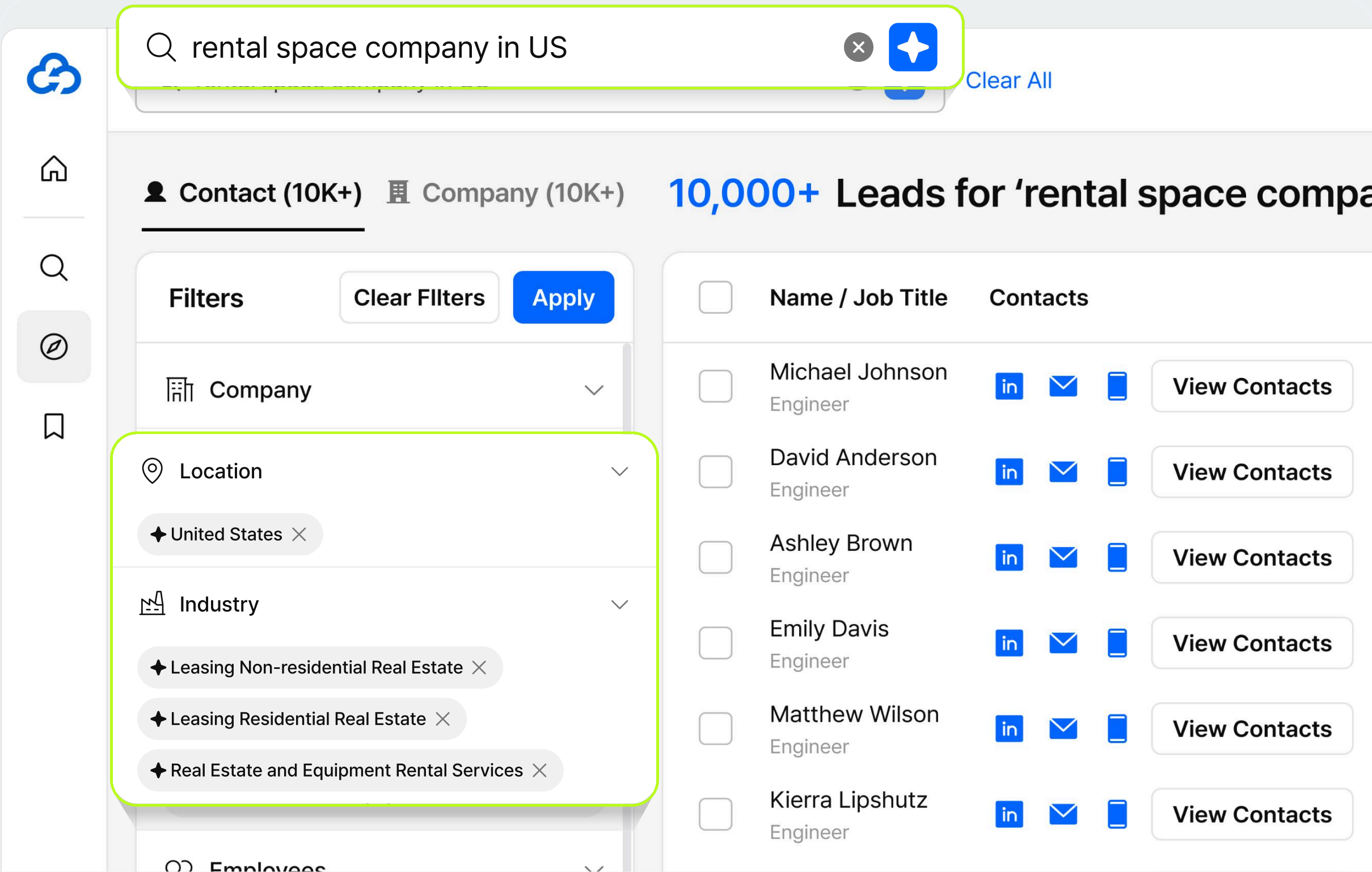
AI Recommendation Feature 1

Location

The AI automatically applies recommended location filters to generate search results.

AI Recommendation Feature 2

Industry

The AI applies recommended industry filters to generate search results.

Prospecting

How to use the Filter

Want to find experts in Japan's retail clothing and fashion industry using filters?

Enter "Experts in Japan's retail clothing and fashion industry" into the AI search bar and check the desired results.
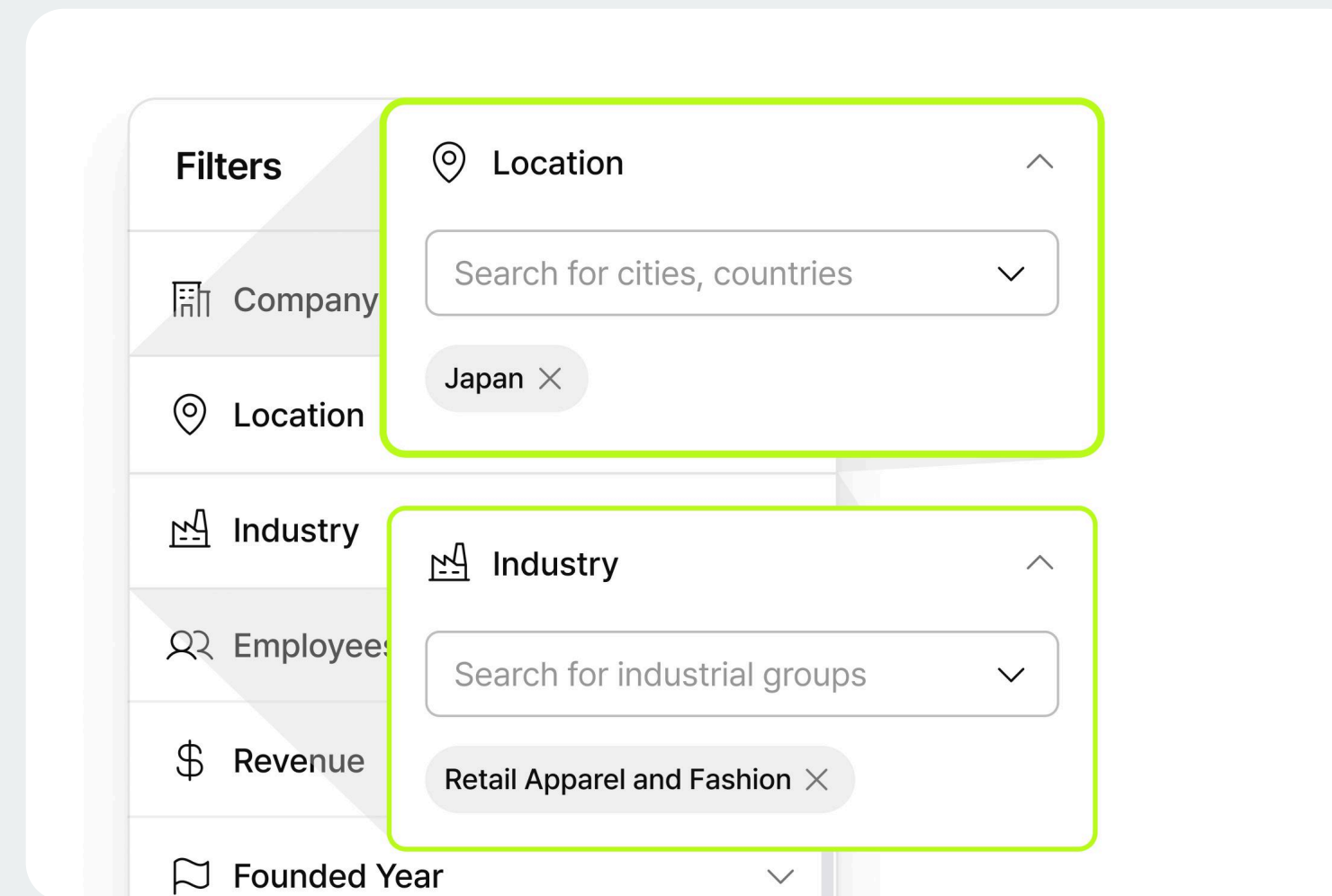
Filter Settings

ex : Location : Japan, Industry : Retail Apparel and Fashion
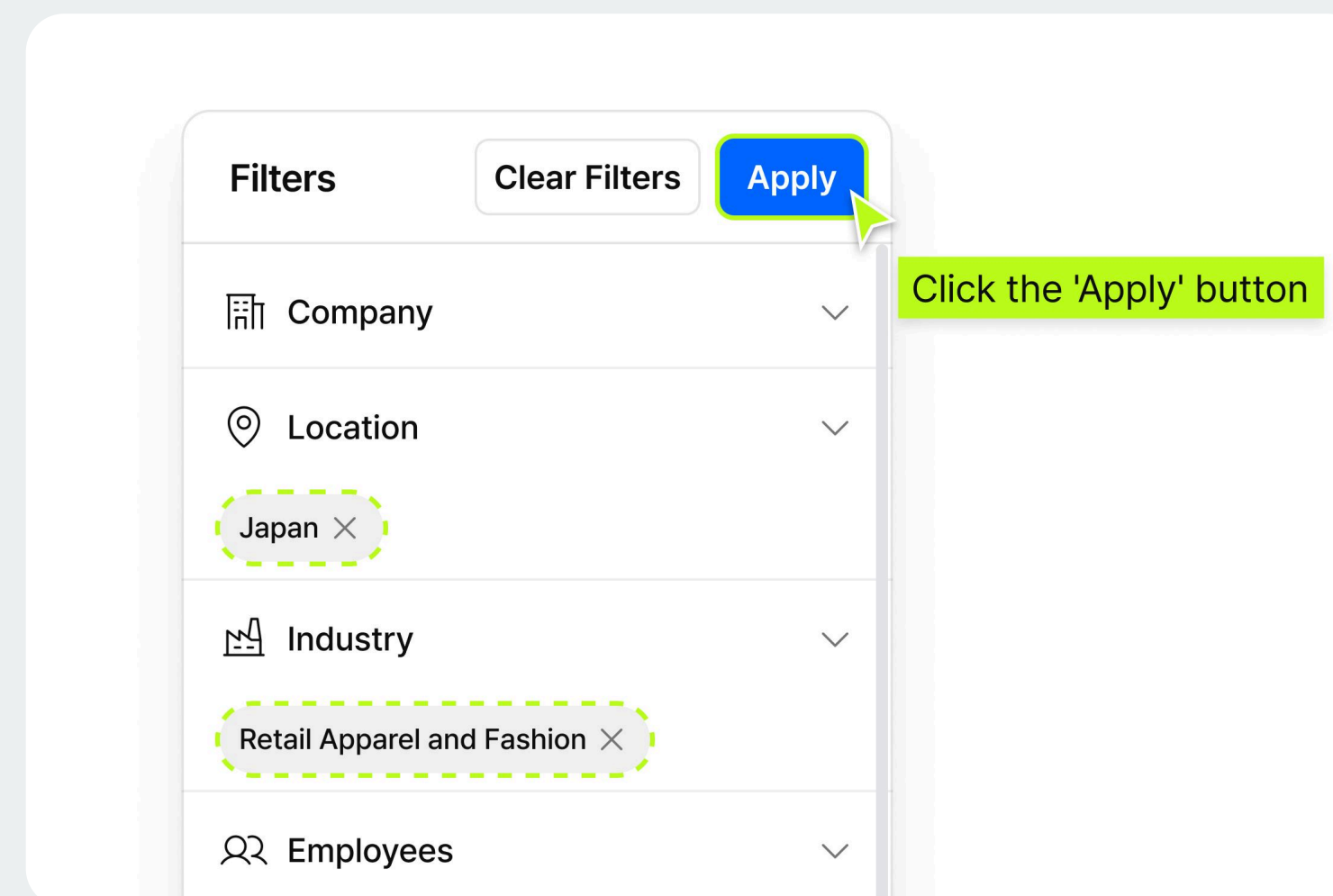
Click the "Apply" button

Press the "Apply" button to apply the filter.

Filters

Location

Search for cities, countries

Japan ✕

Company

Location

Industry

Search for industrial groups

Retail Apparel and Fashion ✕

Employees

Revenue

Founded Year

Filters   Clear Filters   **Apply**

Click the 'Apply' button

Company

Location

Japan ✕

Industry

Retail Apparel and Fashion ✕

Employees

Prospecting

How to set the Persona

You can upgrade and use filters in Prospecting by creating a persona.

Use the persona function to set the filter combinations you want. You can save the persona to come back to it anytime you want.

Create New Persona   ✕

Persona name

Project Titan Contact

I have a business in the field of Accounting(+3) ✕ .
The Main keywords is Artificial Intelligence * .
I'm looking for a Sales ✕ department Sales manager ✕
for a company with 50 - 200 ✕ employees in
United States ✕ *
Also, I'm interested in companies that use technology ✕
technology and have an annual revenue between
revenue_range ✕ .

Please set at least 4 items. (* Required Information)

Manage Persona   Create Persona

Step 1

Enter individual filter criteria

Enter individual filter item.
(ex : AI intelligencne, Sales manager, United States) You can use Persona for prospecting whenever you want.

Step 2

Guide to selecting filters for efficient lead generation Step

It is recommended that you select around 4 different types of filters.

Step 3

Essential filters: Keywords and location

The available filters include Industry, Keywords, Location, Employees, Department, Job title, Technology, and Revenue. Among these, setting filters for keywords and Location is required.

Discover

## How to get Prospecting resources

Discover

Experience a variety of prospecting items with the filter preset on the Discover.

If you want to find Magnificent 7?

Discover a curated list of potential clients using DeepSales' carefully selected filter templates.
Click the "Prospecting Now" button to navigate to the exploration page with the selected filters applied.
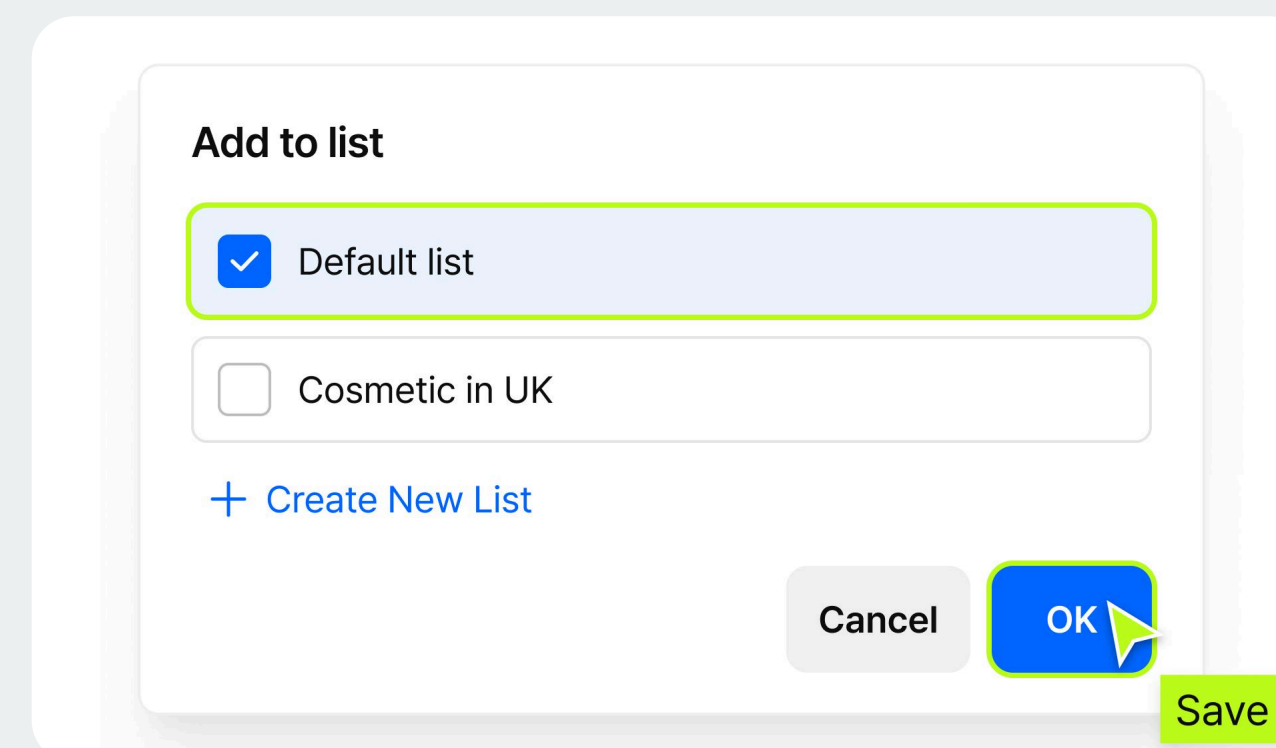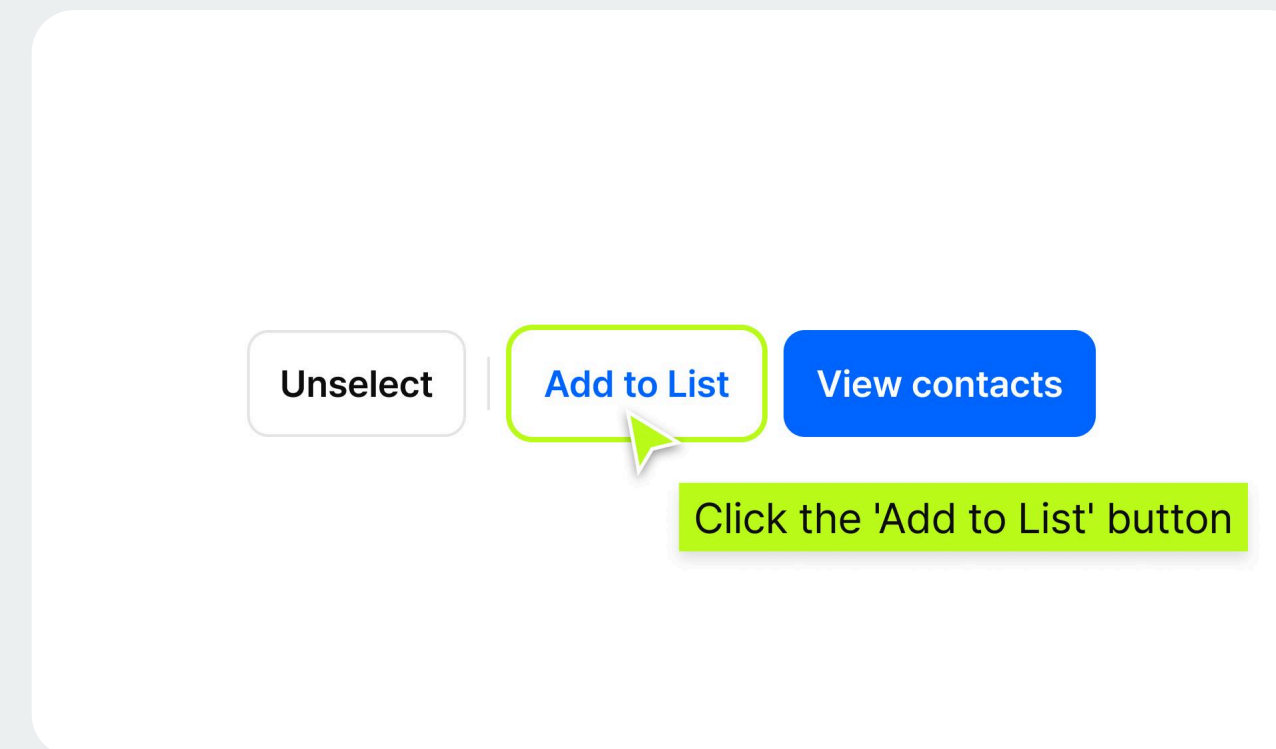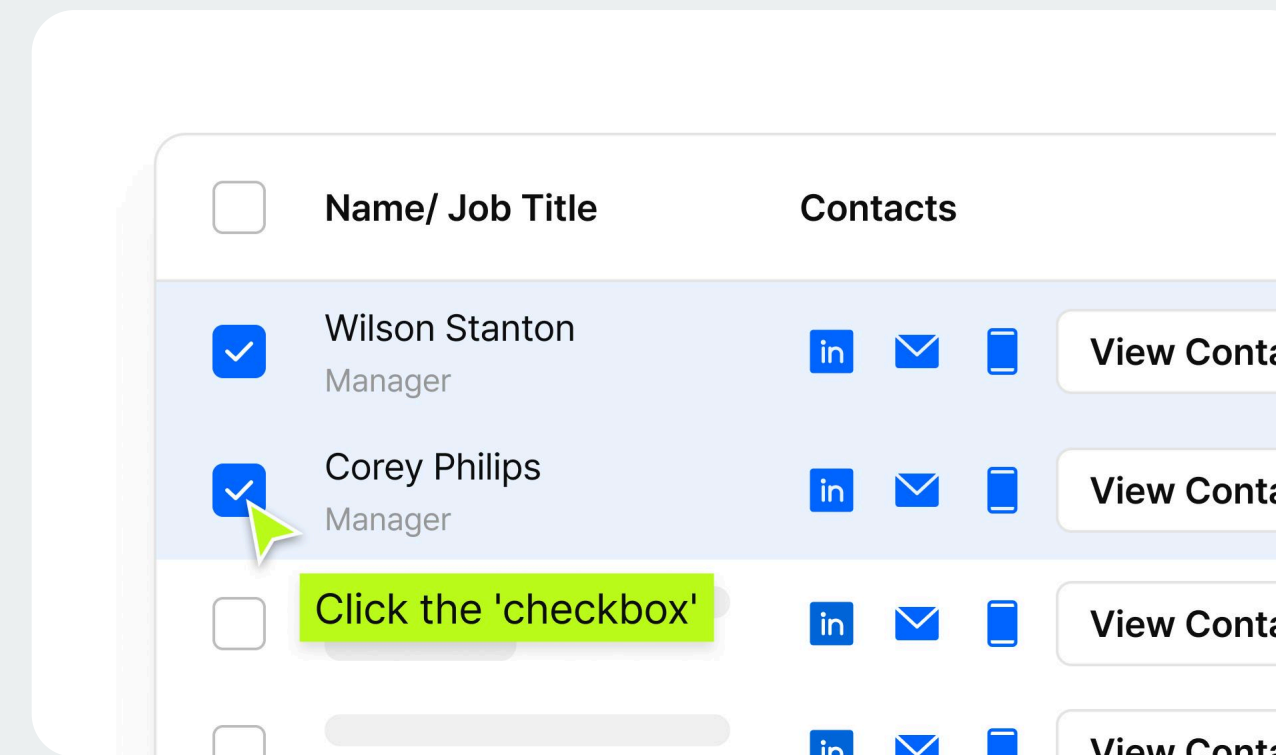
Set Persona Link

Link
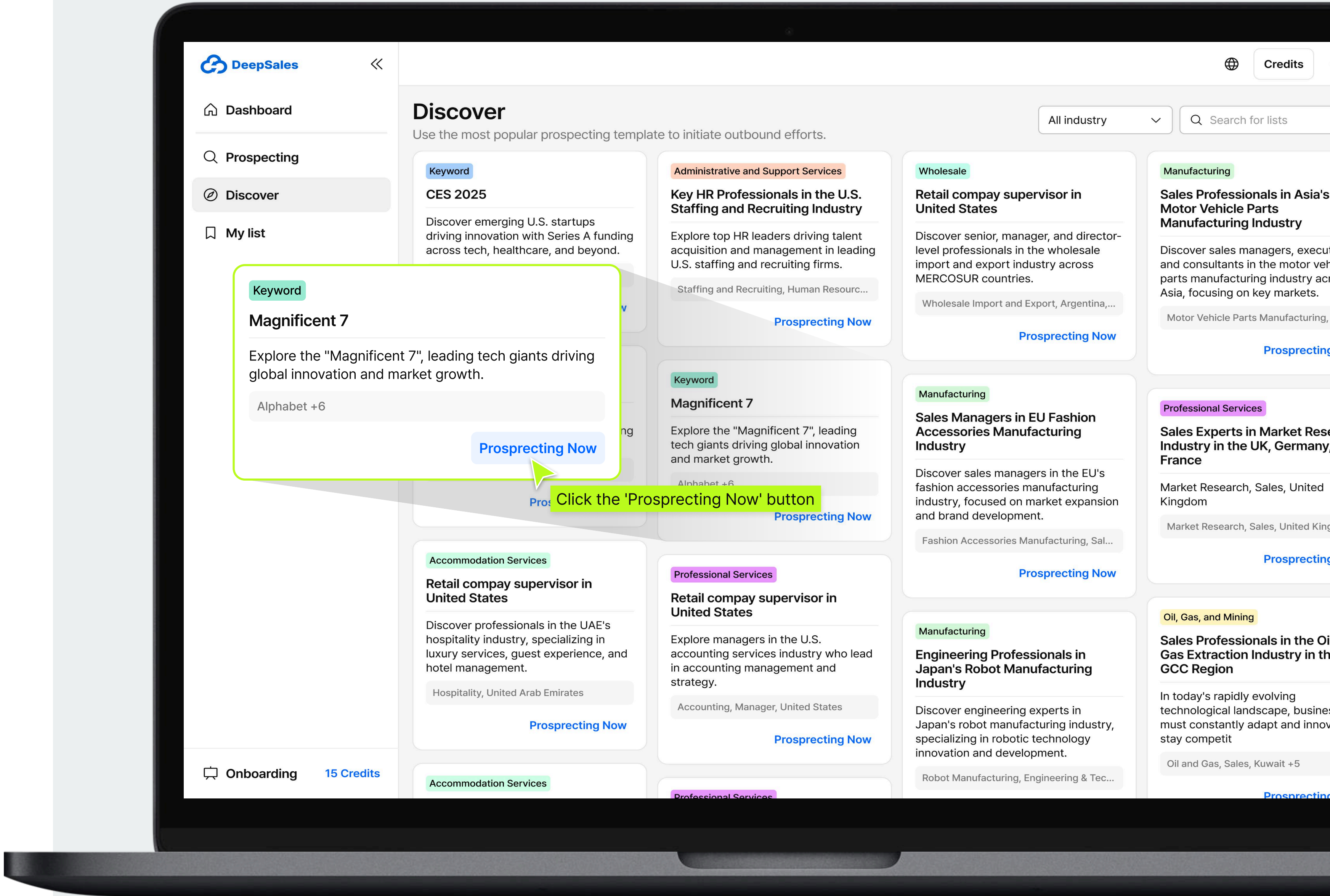
My List

How to create My List

I would like to create a contact list of skincare companies in My List.

Save the contact list of skincare companies identified in lead discovery to My List and share it with your team members.

	Name/ Job Title	Contacts	
☑	Wilson Stanton Manager	in ✉ 📱	View Contac
☑	Corey Philips Manager	in ✉ 📱	View Contac
☐	Click the 'checkbox'	in ✉ 📱	View Contac
☐		in ✉ 📱	View Conta

Step 1

Select a List

Choose the list you want to add to "My List." Click on the desired list to select it.

Unselect | **Add to List** | **View contacts**

Click the 'Add to List' button

Step 2

Click the "Add List" Button

When you select a list, three buttons will appear in the top right corner: Deselect, Add List, and View Contacts. Click the "Add List" button.

Add to list

☑ Default list

☐ Cosmetic in UK

➕ Create New List

Cancel | **OK**

Save

Step 3

Configure List Addition

After clicking the "Add List" button, a selection window will appear. Choose the desired folder or create a new list, then click the OK button to save.

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My List

How to export My list

I want to export the contact list as a CSV file.

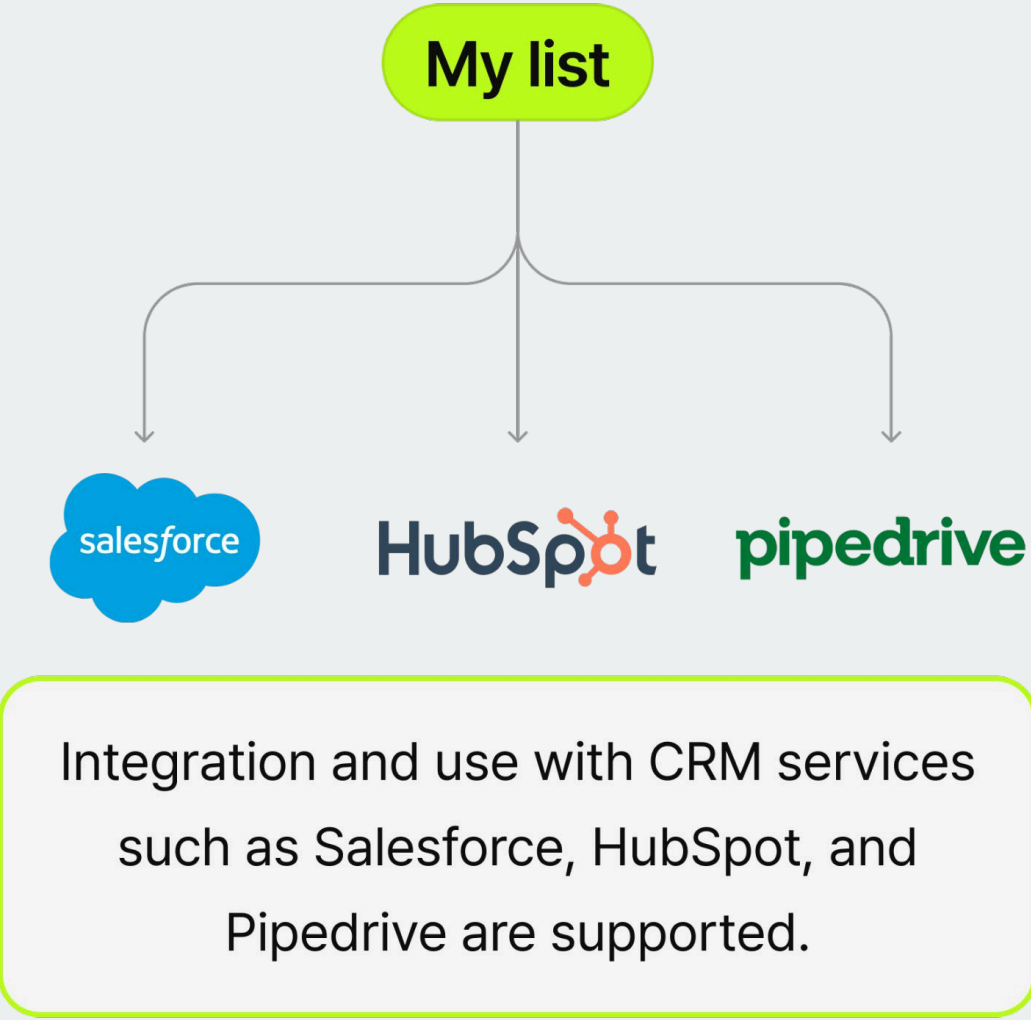Confirmed contacts can be exported as a CSV file, which can be integrated with CRM services for further use.

Credits

Create Lists

Export to CSV

Export Clicks as CSV

Owner	Created date	
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35
Daniel Silva	2024.05.16	2024.05.16 17:35

My list

salesforce   HubSpot   pipedrive

Integration and use with CRM services such as Salesforce, HubSpot, and Pipedrive are supported.

Team management
How to share the Plan

I want to share the plan with team members. (Elite, Team, Enterprise)

Share the subscription plan with your team members to enjoy more benefits.
If the team owner invites you to join the team, you can also join the team.

- **Pro**   1 Team seat
- **Elite**   2 Team seats
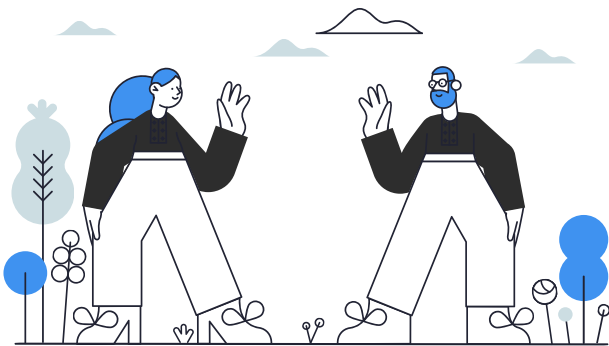- **Team**   4 Team seats
- **Enterprise**   Team seat customized

Invited to join Jason Park's team.

All My List items except 'Default list' will be shared with the team. Use Team Credits to access the contact information of your prospective customers.

Onboarding credits provided when joining a team and free credits provided monthly to Free plan users will be deleted. Are you sure you want to join a team?

Refuse to join   Join the team

Team management

Members

Invite members

Click

Seat	Name	Email	Role	Credit usage	Status	
1	John Doe	email@email.com	Owner	186	Credits Expire 2025.03.30	
2	Alice An	email1@email.com	Member	48	Joined 2024.05.23	Remove
3	Invited user	email2@email.com	Member	3	Pending 2024.05.23	Remove

Inactive

No	Name	Email	Credit used	Status	Inactive date
1	John Doe	email@deepsales.com	47	Leave	2024.05.12
2	James Maddison	email2@deepsales.com	21	Released by Owner	2023.11.27

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Email Verification Level

Email status is classified based on how it was entered and whether it has been verified.
Select the appropriate status to find more accurate leads.

Contact emails Unlimited
1 credit for all numbers

✉️✓ a******@are.co.uk — Verified

✉️ a******@are.co.uk — User managed

✉️ a******@are.co.uk — Guessed

· Last verified 1 day ago

View contacts

Email verification level definitions

Verified

Email address proven to be deliverable through testing.

User managed

Email address entered and verified directly by the user.

Guessed

Email address that cannot be verified in real-time due to provider restrictions. May be worth trying if no better option is available.

Verification Level for Each Lead's Contact Information

Each email contact displays its verification level and the time it was last checked. With verified data, you can run more reliable and performance-driven sales activities.

What is the Email Verification Level?

DeepSales classifies email contacts into three levels based on verification status. Verified, User mananged, and Gussed.

Maximize your growth potential with DeepSales

Leverage our optimized tools to uncover hidden opportunities and discover new business.

Get a demo

DeepSales Social Media Accounts

Instagram (@deepsaleshq)

LinkedIn (linkedin.com/showcase/deepsales)

Blog (blog.deepsales.com)