



**Company Profile ■**

**▼ Role Brief**



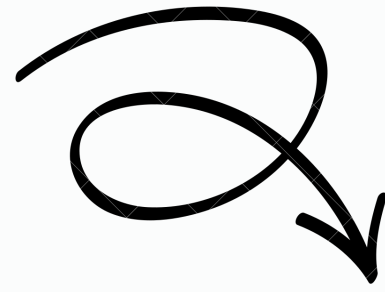
# Company Profile



- *Outplay provides itself as the all-in-one sales stack for new-age teams. Since many tech companies pay for multiple-point solutions to hit revenue goals, we want them to switch to Outplay - the all-in-one sales stack. With Outplay, you get built-in Sales Prospecting, Multi-Channel Sales Engagement, Inbound Conversion and Scheduling, and Conversational Intelligence Tools. With a wide library of native bi-directional integrations, industry-leading customer support and game-changing features like power dialling and AI email writing, Outplay transforms sales engagement without the hefty price tag.*
- *The tool is a powerful combination of lead enrichment, scheduling and routing capabilities that'll drive up speed to lead, and help the team close more inbound sales and marketing leads than ever before!*
- **Company website** <https://outplayhq.com/>
- **LinkedIn Page** <https://www.linkedin.com/company/outplayhq/mycompany/>
- Outplay is currently one of the top 3 sales engagement platforms with 900+ Customers
- **Location: Hyderabad - Tech Teams Chennai - Non-Tech Teams**



**Job Description Links**



**Job Location - Hyderabad [HYBRID]**

Full Stack Engineer [C#, .Netcore, SQL, Web API & (Angular or JavaScript OR JQuery).]

Backend Developer [C#, .Netcore, SQL, Web API]

Front-end Developer (Angular, JavaScript, JQuery).



# Journey of Outplayers



# Customer Reviews

★★★★★ Feb 22, 2023

## "Sales Enablement platform like none other"

### What do you like best about Outplay?

The user interface is easy, and training team is quick. It includes all the necessary features one uses in his daily reachouts.

★★★★★ Feb 09, 2023

## "The best sales engagement tool out there."

### What do you like best about Outplay?

The best sales engagement tool out there. The tech support is awesome. This thing does everything a high performer needs in a sales org.

You won't be disappointed once you get it up and running. And they can make that happen very quickly with all the integrations, etc

### What do you dislike about Outplay?

Nothing really. They support is fabulous.

[Show More](#) 📄

★★★★★ Feb 22, 2023

## "Love Outplay!"

### What do you like best about Outplay?

Easy to use! Also love the marketing look and feel

### What do you dislike about Outplay?

I dont have anything to mention here. Accomplishes what I need

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★★★★★ Jul 26, 2022

## "Great experience with Outplay. Fantastic customer success team, great software"

### What do you like best about Outplay?

Integration with Pipedrive

Overall user interface

Ease of adding prospects to sequences

Dialer functionality with call recording and notes when you reach the dialing task to guide your calling

Split testing

Website chat replaces our Pipedrive chat if a prospect clicks to the site to show the sales rep who was emailing the prospect

Daily email reports about open rates, and overall progress of prospects with each sequence

# Our core values

We foster a culture that is innovative, creative and daring! We want our employees to grow and excel by breaking barriers as we know and believe that the limit does not exist. We have a collaborative workforce, outplayers go above and beyond to help their work family overcome obstacles and exceed expectations. Our core values are considered to be our holy grail, just like our Outplayers. It helps in continuously outplaying!



**Team Work**



**Lead by Example**



**Transparency**



**Craftsmanship**



**Employee-centric**



**Outplayer**

