

**WORKFLOW**

**SALES**  
**Inside Sales**

**The OpsDog General Line Hierarchy**

- Customer Service
- Call Centers
- Product Development
- Collections

**Inside Sales: Workflow**

**Workflow Description**

The initiation and repetition of inside sales campaigns. Includes initial contact list distribution, cold calling, and sales appointment(s) scheduling.

**Legend**

- Start Event
- Intermediate Event
- End Event
- Gateway
- Group
- Task
- Expanded Sub-Process
- Pool
- Sequence Flow
- Message Flow

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**SALES**  
**Inside Sales**

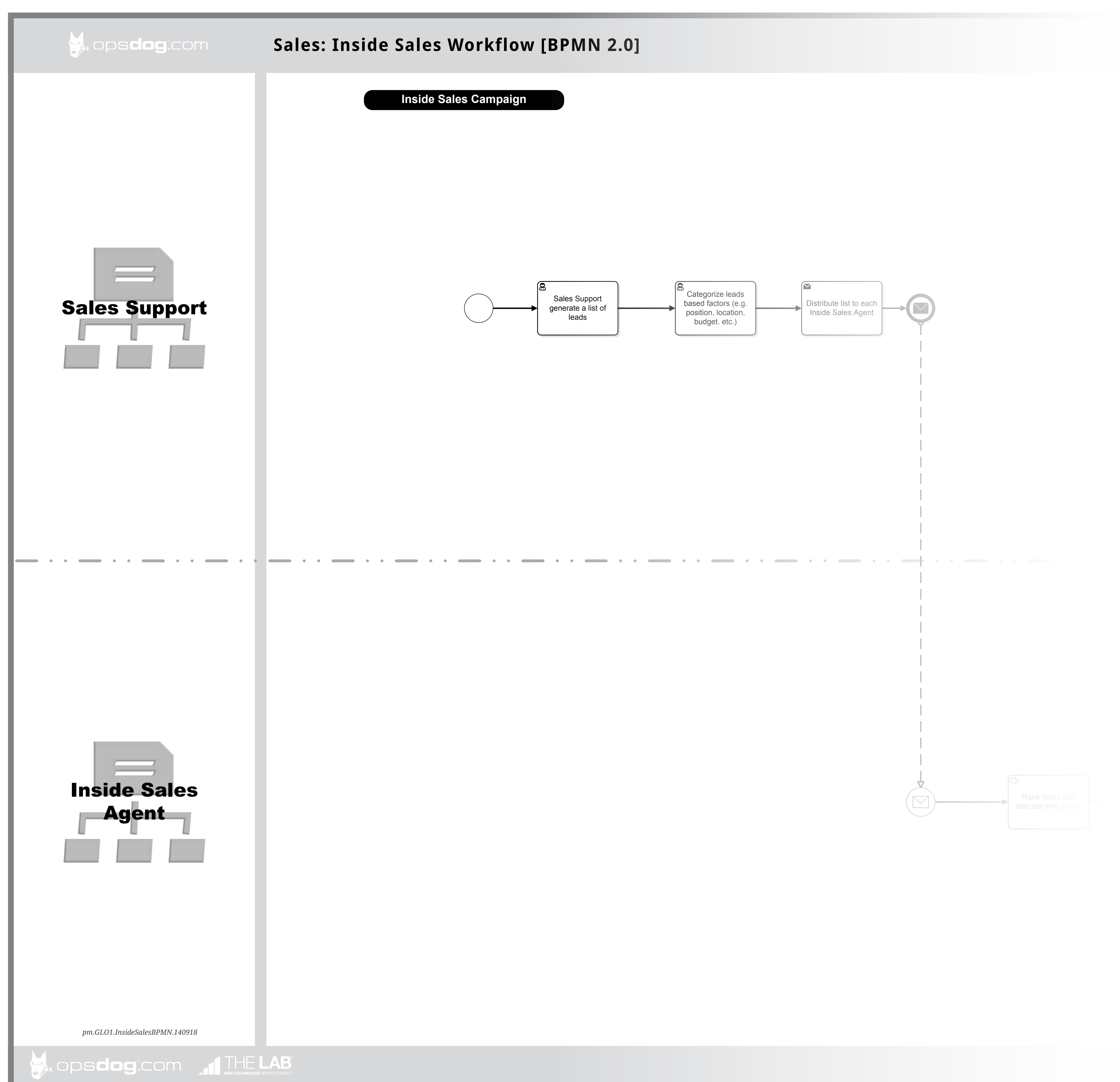
**BPMN 2.0 FORMAT**

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