



Integrating Kiflo with Your Salesforce CRM

Kiflo's native integration with Salesforce streamlines lead tracking, automates deal workflows, and ensures clear partner revenue attribution, all within a single, connected platform. No manual updates or double entries—your partner data stays consistent, and your CRM remains a reliable source of truth.



Key Benefits of Kiflo + Salesforce Integration

1. Clear Partner Attribution

With Kiflo's Salesforce integration, you'll always know which partner drives each deal. Leads and deals are automatically tied back to the contributing partner, eliminating guesswork and ensuring accurate revenue attribution. This clarity makes it easy to track partner performance and reward contributions fairly.

2. Increased Visibility

Both your partnership team and your partners gain real-time access to deal progress. Partners can track their contributions through Kiflo's partner portal, while your sales team uses Salesforce as a centralized hub for partner-related data. This transparency strengthens trust and fosters collaboration.

3. Time-Saving Accuracy. Forget the spreadsheets!

Say goodbye to spreadsheet chaos and manual data entry. The integration keeps data in sync across Kiflo and Salesforce, ensuring updates flow seamlessly between systems. This eliminates duplicate work, reduces errors, and frees your team to focus on scaling your partner program.

4. Use Cases

4.1 Work with Referral Partners

Use case: A referral partner submits a lead.

How It Works: The lead is synced automatically with Salesforce as a contact. When your sales team associates an opportunity with this contact, the lead converts into a deal in Kiflo. The partner can then track the deal's progress in real time, ensuring transparency and alignment at every stage.

4.2 Work with Reseller Partners

Use case: A reseller registers a deal.

How It Works: The deal is pushed to Salesforce, making it immediately visible to your sales team. This ensures everyone knows a partner is involved, avoiding conflicts while enabling smooth collaboration between internal teams and resellers.

**Turn partnerships into your biggest advantage
with Kiflo and Salesforce. Get your demo now**

Book a demo



Kiflo + Salesforce: Your Best Integration Choice

1. Easy Integration

Setting up Kiflo with Salesforce is fast and efficient: enable the Salesforce integration in the Kiflo platform, install the Kiflo-managed package on Salesforce, and configure the pre-built workflows you wish to use. The process is designed to minimize complexities, requiring only a few clicks and ensuring seamless synchronization between the two platforms from the outset.

2. Effortless Transparency

Kiflo ensures you and your partners have a clear, real-time view of every lead and deal. By eliminating manual tracking, the integration with Salesforce provides complete transparency, helping you accurately attribute partner contributions and build stronger relationships.

3. Scalable Partner Growth

With centralized data and insights from the integration, Kiflo empowers you to track partner performance effectively and identify growth opportunities. As your partner program expands, Kiflo and Salesforce grow with you, making scaling simple and efficient.