

Sales Process Pro

Sell Sheet

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What they're saying:

“When companies drive consistency in sales execution through reinforcement with technology and coaching – at the right time and in the right context – 90% of reps achieve or exceed quota.”

IDC, 2012

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Win More Deals, More Often

Drive Consistent, Best Practice Sales Execution

Sales Process Pro – Optimize Deal Quality and Outcomes

Companies spend millions of dollars on sales methodology and training every year. Yet they struggle with how to embed new skills and behavior into every day activities. Without continuous guidance and coaching, sales reps scramble to adapt to each new opportunity, or simply revert to old habits. Sales leaders want to help, but without key insights into how their team is executing and what's working, coaching is difficult and forecast accuracy suffers.

\$5B

What US companies spent on sales training in 2012.

87%

Training that will be forgotten one month later, if not reinforced on the job.

50%

Companies that say they struggle to deploy a consistent sales process.

Help More Reps Become Top Reps

SAVO Sales Process Pro makes it easy for every rep to follow best practices every day to make them more productive and successful. SAVO delivers coaching, content, messaging and expert connections at the right time, in the context of each individual sales opportunities. With Sales Process Pro, your sales team spends less time cobbling together resources and more productive selling time in front of prospects and customers, while SAVO leads them through the activities, tasks and outcomes that propel their deals forward. Sales leaders and executives gain real-time visibility into seller behavior and objective metrics for deal quality and progress that lead to enhanced forecast accuracy.

SAVO

**SMARTER
SELLING™**

savogroup.com/products/sales-process-pro

Sales Process Pro Highlights:

- Easily configurable to support any sales process from new sales ramp to sophisticated sales methodologies.
- Intelligent recommendations on the right content and experts to help your sellers win.
- Built-in account planning and relationship mapping tools.
- Proactive sales coaching and guidance at every stage.
- Key productivity and performance insights with deal quality index.
- CRM Integration with Salesforce.com and other CRM solutions.

Sales Enablement for Smarter Selling

Sales Process Pro is part of SAVO's integrated suite of sales productivity solutions, that help marketing and sales teams work together to win more deals faster. Over the lifecycle of a deal SAVO provides messaging, content, sales process guidance, task automation and mobility for sellers to maximize their performance and inspire their customers.

To learn more about how SAVO can help your team sell smarter contact your local SAVO sales representative today or visit www.savogroup.com/sales-process-pro

