

Introducing Next Generation Sales Enablement Program

This slide highlights information about the next gen sales enablement program covering technology landscape as well as sales enablement maturity curve.

Communications Solutions 01

Configure Price Quote 02

Enablement Knowledge Management 03



Technology
Landscape for
Sales
Enablement

01 CRM

02 Sales Intelligence

03 Marketing Automation



Ability beyond ad hoc initiatives is recognized as a requirement

- o Training
- o System Design
- o Data planning
- o Add text

Establish Capability



Ensure that a repeatable sales process is carried out and controlled

- o Standardization
- o Organizational Alignment
- o Add text

Functional Scalability



Aligning content to buyer stages

- o Insights
- o Persona-Based messaging
- o Add text

Seller Resonance



Data driven decision making

- o Closed-loop Feedback
- o Optimization
- o Marketing Alignment
- o Add text

Seller Resonance

Sales Enablement Maturity Curve



Sales Strategy The Next Generation Of Sales Solutions

C Cleary



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