

60 Days To Unstoppable

Tuning Your Sales Process To Thrive In the Salesforce Ecosystem

60 Days To Unstoppable transforms and improves your process for finding and winning new customers. This program unsticks revenue by enhancing your sales motions and by providing a clear strategy for taking advantage of all that is in the Salesforce ecosystem.

Together, we will improve and unlock the critical drivers of your business. We will focus on demand generation, opportunity qualification and discovery, gaining alignment with decision makers and leveraging the strength of the Salesforce offering, their global Salesforce sales communities and their vast network of partners.

60 Days To Unstoppable involves;

- Breaking down and enhancing your lead follow up and qualification process
- Analyzing live client calls and pinpointing areas for improvement
- Launching pinpoint discovery that paves the path for alignment
- Tailoring product demonstrations to creating relevancy and urgency
- Building a case for user adoption
- Strategies to gain the attention and interest of Salesforce sellers and executives
- Engaging with the community of Salesforce partners to build pipeline and foster customer adoption

Before you try to hire a salesperson or bring on a consultant with a playbook, consider aligning yourself with a revenue leader who can cut through the noise and tailor a customer acquisition strategy that signs new logo's, creates a culture of performance and thrills investors.

As your company grows, we can further upskill you to excellence in the areas of;

- Demand generation
- Accurate forecasting
- Establishing key revenue metrics
- Unlocking revenue opportunities in the installed base
- Evaluation of future sales and marketing investments
- Coaching of existing sales teams and leaders

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