



It's Sales Kickoff Season! Download our Virtual Sales Kickoff Kit

Are you feeling the pressure to deliver an effective and memorable virtual sales event? Don't worry, we've got you covered. Revenue and sales leaders can easily become master planners and event strategists with the help of our Virtual Sales Kickoff Kit.

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PODCAST

Develop Industry IQ to Win More Business



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[PODCAST] Develop Industry IQ to Win More Business

Make customer engagement more effective based on a deep understanding of market dynamics, trends, competitive landscape as well as industry terminology important to prospects and customers across industries. Our presenters explain how reps can up-level their skills and set themselves apart from their competition with higher levels of industry IQ.

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Always be Onboarding

The Peak Performance Mindset for Sellers

Kevin Matsushita

Head of Partnerships and Business Development



[BLOG] Always be Onboarding: The Peak Performance Mindset for Sellers

Understand the issues that organizations are currently facing given the myriad factors impacting sellers and the selling environment, why onboarding as a standalone activity is unproductive, and how revenue and sales leaders can ensure their salespeople are equipped to engage with customers and work with them to solve their business problems. Read about the criticality of a seller's skills, behaviors, and attitude when engaging with the buyer. It's a seller's journey of continuous progress towards peak performance.

CONTINUE READING

Beyond CRM: Building the Ultimate Sales Tech Stack

Frontline teams need to have the right resources and technology strategy to stay competitive, win deals, and maintain brand value. Considerations like narrowing the technologies required, how to implement and integrate, etc can be confounding. It's no wonder the default approach historically has been to deploy a CRM and just be done with it.

In today's dynamic environment, however, we need to go beyond the belief that the sales tech stack begins and ends with a CRM. Instead, apply a strategic plan for implementation and deployment of a complete sales tech stack to drive success across the entire organization.

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Unisys Drives Enablement Adoption with Innovative Launch

Find out how Unisys overcame outdated sales training - leading to a 100% participation rate, leadership buy-in and universal accolade from the field.

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