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WEBCAST

## Need for Speed

Developing a Sales Readiness Strategy  
In a Fast-Paced Environment

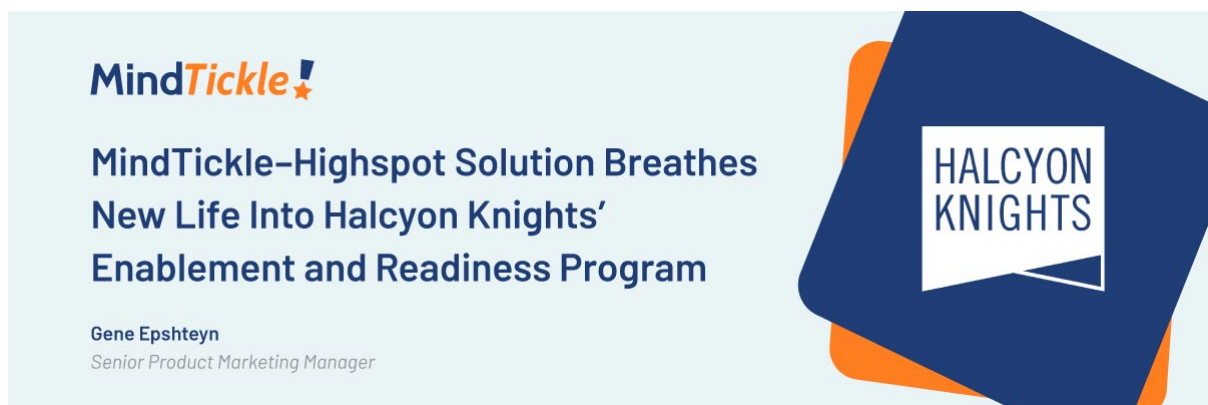
Bob Corson  
*Sr. Director of Sales Readiness*

FORTINET

### [WEBCAST] NEED FOR SPEED: Developing a Sales Readiness Strategy in a Fast-Paced Environment

The challenges for fast-moving organizations in a hyper-competitive market presents learning professionals an opportunity to impact process, culture, and business. [Watch this on-demand webcast](#), as Bob Corson, Sr. Director of Sales Readiness at Fortinet shares examples of how his team is pivoting to accelerate sales readiness initiatives using two-way communication and technology with MindTickle.

WATCH NOW



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## MindTickle-Highspot Solution Breathes New Life Into Halcyon Knights' Enablement and Readiness Program

Gene Epshteyn  
*Senior Product Marketing Manager*

HALCYON KNIGHTS

### [BLOG] MindTickle-Highspot Solution Breathes New Life Into Halcyon Knight's Enablement & Readiness Program

Like so many organizations operating in the new normal, Melbourne-based IT and executive recruitment company Halcyon Knights has had to transition almost exclusively to digital selling. But with its entire customer-facing sales team dispersed across the APAC region, ensuring everyone was on the same page in terms of messaging proved challenging — and it affected the team's ability to generate leads and efficiently close deals. Read how they overcame those challenges using a MindTickle-Highspot solution.

CONTINUE READING



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WEBINAR

## Go Digital or Go Home

Why Customer-Facing Readiness is the Most Important CRO Mandate for the Work-Anywhere, Virtual Selling Era

**Hang Black**  
VP of Global Sales Enablement  
JUNIPER NETWORKS

**Mary Shea**  
Principal Analyst  
FORRESTER

### [WEBCAST] Go Digital or Go Home! Why Customer-facing Readiness is Critical in the Work-Anywhere, Virtual Selling Era

Digital engagement is paramount in today's pandemic era. Customer facing teams no longer interact in person with prospects and customers. Even before the pandemic, much of the sales motion was accelerating towards digital engagement of multiple buyer personas and committees. The message is clear: Go Digital or Go Home.

[Watch on-demand](#) and hear how trailblazing companies are doubling-down on a "remote-first" approach, implementing a modern buyer-centric readiness model, establishing mastery of skills to a collaborative selling experience, and more.

WATCH NOW



**INTERVIEW**

**MindTickle!**

**Nishant Mungali**  
Co-founder and Chief Product Officer

### SalesTechStar Interviews Nishant Mungali, Co-Founder and Chief Product Officer at MindTickle

For customer facing teams to have a deep understanding of their customers and prospects, they need to break down several criteria, from understanding the overall challenges a prospect is facing to knowing specific trends in their industry to how they prefer to communicate. What should sales teams be doing to drive better results

out of these efforts? Catch this interview where Nishant Mungali, Co-founder and Chief Product Officer at MindTickle discusses a few tips.

GO TO INTERVIEW

## Upcoming MindTickle Events

[Click here](#) to view the current list of conferences and events that MindTickle is sponsoring for the remainder of 2020. We hope to see you there!

VIEW THE LIST

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