# ● sapience

# SAPIENCE VUE

## *Sales Efficiency*

## UNDERSTAND THE ACTIONS THAT GENERATE SALES.

### KEY FEATURES

- **Stronger Sales Forecasting**

- **More Productive Sales Team Management**

- **Higher Sales Rep Engagement**

- **Smarter Sales Workflows**

- **Simple Salesforce Integration**

- **Ideal for Work from Home Teams**

How do your salespeople spend their time? Are they following up on leads efficiently? Communicating with customers and co-workers effectively? Which salespeople are most successful—and how can their efforts be replicated across your enterprise? Sapience Vue gives you the data you need to analyze productivity and boost sales performance.

## STRONGER SALES FORECASTING

Your sales department is one of your company's greatest investments—yet its performance is notoriously unpredictable. Sapience Vue lets you see inside your sales department, so can you can predict closings accurately and ensure reps are taking timely action on opportunities.

- Correlate daily effort with sales results and Salesforce data.
- Analyze your pipeline activity to prioritize major opportunities and identify at-risk deals.
- Identify discrepancies between effort data and CRM data.
- No more manually mining data from multiple sources.

## MORE PRODUCTIVE SALES TEAM MANAGEMENT

For the first time ever, Sapience Vue makes it possible to see exactly what your sales reps are doing each day, and understand how daily activity influences sales success. This helps managers identify top performers, as well as those who may need more coaching.

- View daily activities and patterns, sorted by rep, revenue, or lead.
- Model behaviors of top sales reps, and replicate for teamwide upskilling.
- Help struggling reps by providing training, management and objectives.
- Drive collaboration, motivation and morale across sales teams.
- Make better decisions about how to allocate time and resources.

# HIGHER SALES REP ENGAGEMENT

Engaged employees are productive employees. When your sales team understands how their actions impact sales, they will be motivated to put in the effort to achieve better results. High performing reps will be recognized and rewarded on an ongoing basis.

- Empower sales teams by putting reporting in their hands.
- Provide performance metrics to help reps identify points of improvement.
- Use analytics to customize training for individual reps.
- Prevent burnout and churn, and increase retention.

# SMARTER SALES WORKFLOWS

Sales is a numbers game—and employee effort is an important part of the equation. Sapience Vue gives you insights into activities that lead to successful sales outcomes, so you can automate workflows and accelerate your go-to-market engine.

- Boost efficiency with automation and repeatable steps.
- Streamline processes with predictive analytics.
- Make it easy to see progress with data visualization.
- Motivate reps to respond quickly by highlighting actions needed to close.
- Minimize risks in the funnel by identifying blocks and gaps that kill deals.

# IDEAL FOR REMOTE TEAMS

With more sales reps—and customers—working remotely, the business-to-business sales model has changed dramatically. Instead of scheduling flights and taking clients to dinner, today's sales reps are scheduling video conferences and making virtual connections. Vue brings an awareness to leaders of what effort drives sales opportunities in this more common virtual sales model.

- Determine which actions lead to success in virtual sales.
- Drive collaboration across remote sales locations.
- Ensure communication across remote and onsite team members.
- Easily manage remote teams.

## STRENGTHEN YOUR SALES TEAM WITH SAPIENCE VUE.

Email **marketing@sapienceanalytics.com** to get started, or request a demo.