



Land and expand key accounts:
Uncover unmet needs.
Establish a blueprint for success.

REVEGY FOR SALES EXECUTION

Solution Overview

Revegy's leading sales execution platform helps enterprise B2B sales leaders scale the effectiveness of their sales team's penetration into new and existing accounts. We make it easy to see the way to win new or incremental business by mapping relationships, visualizing white space, defining alignment to the buyer's journey while focusing on value and establishing repeatable processes

Key Benefits



Unify Strategy & Approach

Visualization increases your team's effectiveness, providing a consistent way to share intel removing silos, and eliminating blind spots.



Identify Key Stakeholders

Understanding who has authority and who influences whom and what role influencers play in account expansion or complex deals.



See Account Potential

Pinpoint accounts where you can add additional value by addressing clients' goals and initiatives and expand your presence across the enterprise.



Achieve Consistency

Level up key account managers with playbooks and consistent processes that optimize effectiveness and drive collaboration.



Gain Visibility

Understand the true health of accounts and opportunities, which might be at risk and which are ready for expansion, and coach teams knowing exactly where to focus.



Improve Forecast Accuracy

Orchestrate a repeatable, scalable, collaborative process in a single pane of glass to achieve predictable revenue growth.



“

We chose Revegy for its ability to provide a comprehensive view into account priorities. Not only does the platform help map those priorities, but it also helps sales teams identify who cares about them and align our solution's value to their goals.

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Julie Rhodes,

Director, Strategic Account Planning, Redislabs

Revegy Powers World-Class Sales Teams



SIEMENS



NOBLEAI



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