

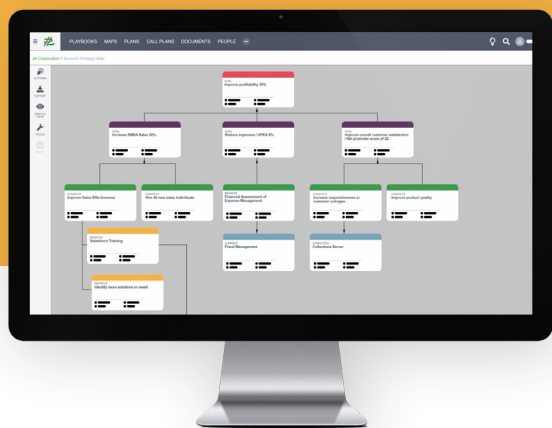
Strategy & Value

Intelligent Sales Execution
to Drive Growth



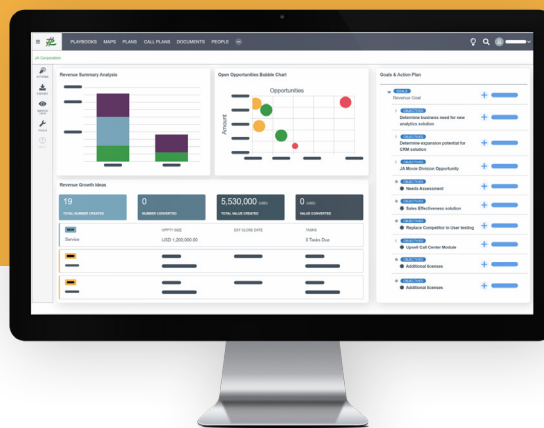
You've nailed the basic concepts of account and opportunity execution.

Now, it's time to take your account-based sales program to the next level. You know your team can do more to increase revenue growth and acceleration. Revegy's Strategy & Value offering helps you elevate your program with a more intelligently, informed approach to sales execution. In this package, you benefit everything included with Engage & Develop, plus:



Strategy Maps

Collaborate with your prospects and customers to gain creditability and insight using visual tools to document key business goals and initiatives. Pinpoint initiatives that are immediate priorities and align your solution in a way that communicates a line of sight to the value added.

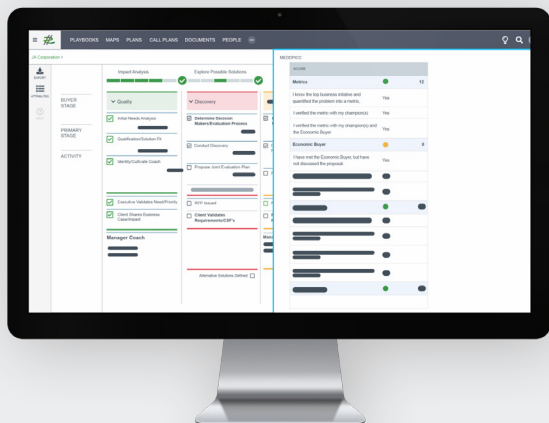
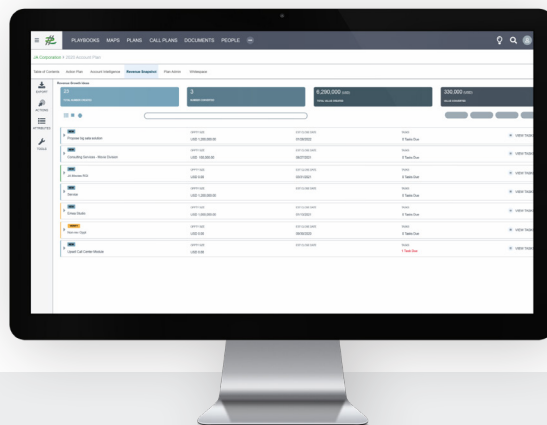


Account & Opportunity Plans

Simplify the management of complex opportunities and accounts by leveraging intelligent tools and playbooks. Drive consistency and execution of winning playbooks among your account teams to make sure nothing slips through the cracks.

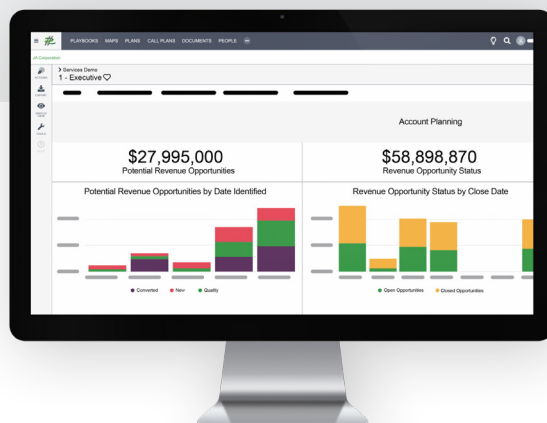
Revenue Growth Ideas

Benefit from a collaborative hub to brainstorm and develop new ideas for revenue growth before entering them into the CRM. Streamline account planning by connecting the dots between different elements of an account plan.



Scorecards

Ensure your team focuses on the right opportunities and the right activities to move them forward. Leverage insights to provide on-time coaching.



Analytics

High-level insights into accounts enable leaders to understand crucial information and identify risks... before it's too late. Help teams turn indicators into outcomes that drive revenue growth.

Help your team to consistently execute on the process you know leads to more wins.

See where to align solutions to real customer objectives to increase revenue, better qualify opportunities, and grow wallet share in key accounts. Uncover additional opportunities to increase revenue.

REQUEST A DEMO