

Revenue Team Planning & Optimization

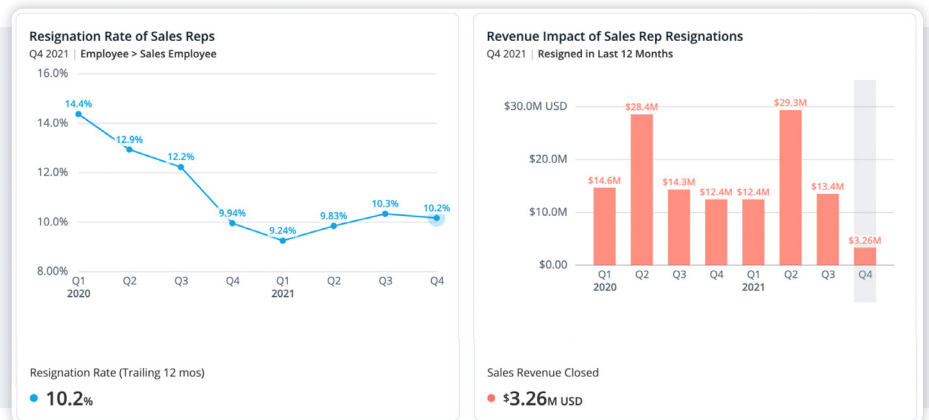
Visier NOW™, for today's most urgent workforce challenges

Spot the selling signals given off by your most successful sales reps by applying the same data-backed approach that you use for your sales pipeline. Ensure that you have the bench strength to meet quota by hiring in anticipation of turnover and targets, not in reaction to it. Uncover the people-factors that lead to deal-flow so that you can seek them out and build a winning salesforce.

When you can get the right answers, you can take the right action.

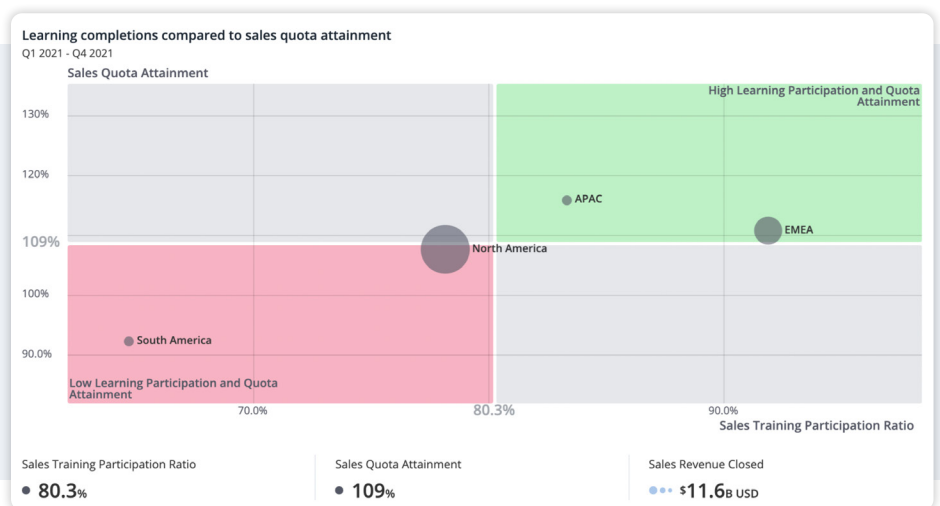
Ask: Is your quota at risk because of turnover in your sales org?

Act: Figure out where you need to intervene to stay on track to meet your quota. Strategies include having a proactive 'stay' conversation with your reps, or preparing to hire in anticipation of turnover.



Ask: Does our current sales enablement program result in more sales? Do teams that complete sales enablement outperform those that don't?

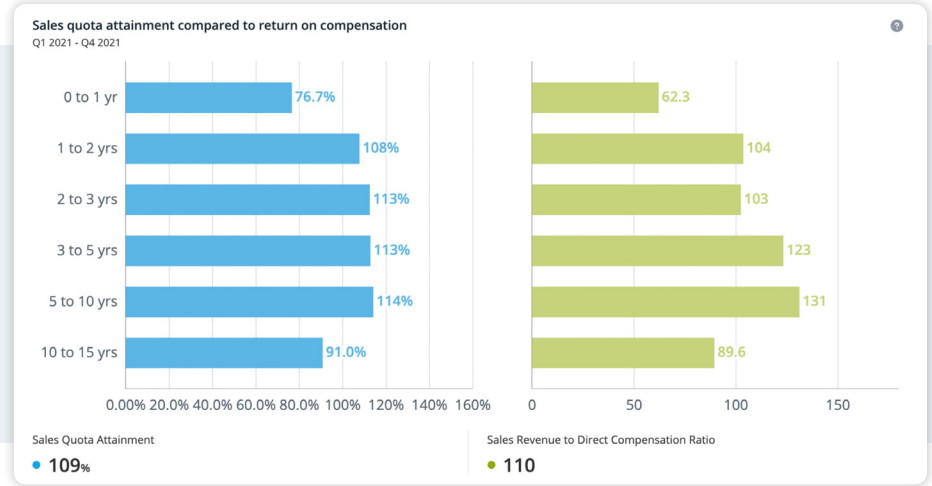
Act: Revamp your sales enablement training if it's not working so that your team can hit the ground running. Ensure training participation by proving results to reps and their leaders.





Ask: Is your compensation strategy rewarding top performers or motivating quota attainment?

Act: Pay for performance and reward top performers and motivate the rest with compensation packages that get results.



Get Business Results

First West Credit Union identified training as a driving factor to sales attainment in their revenue team and were able to justify the investment in a development program that had been stalled. The improved training program boosted sales and increased retention.

- Plan your team growth in anticipation of sales goals so you have a team that's ready to win!
- Understand the traits of successful reps so that you can replicate that success across the board.
- Stem turnover of high performers by spotting and mitigating the risk before it becomes a reality.

Partner with experts to deliver real change

Visier People is uniquely suited to help you develop high-performing sales teams by uniting all of your people data to understand and optimize the levers that lead to success. We're here to help you get started with:

- Guidance at every step to create the solution that suits you
- Tailored support to meet your needs during your relationship with us
- Change management resources for a data-driven people management function