

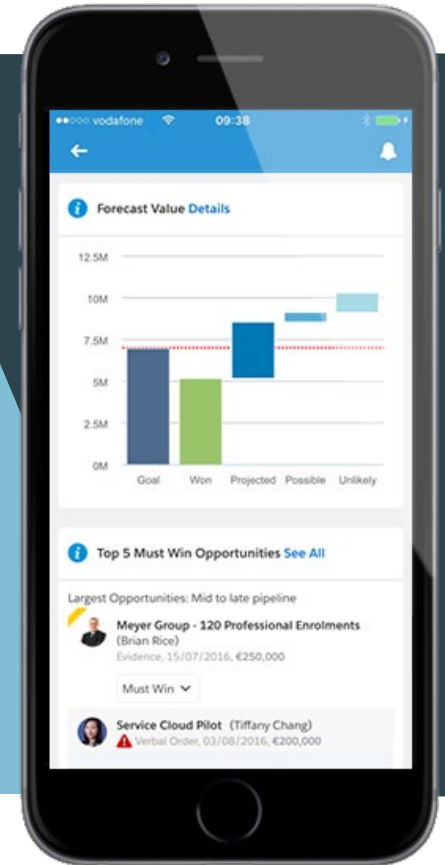
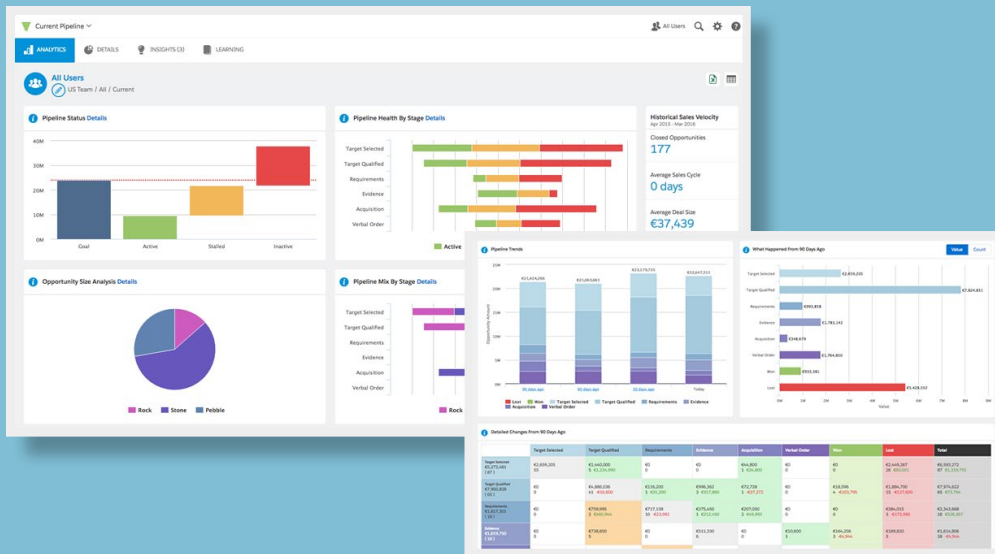
ALTIFY SALES PERFORMANCE MANAGER

Maximize Sales Results with Insights and Coaching

ALTIFY SALES PERFORMANCE MANAGER provides Sales Managers with real-time visibility into sales forecasts and pipeline, and through the delivery of insights and coaching, helps drive increased team performance by understanding what deals may be at risk and where to focus for maximum impact.

Sales Performance Manager elevates performance by helping to understand the best cadence for managing sales teams; the performance KPIs that drive the business; the ways to reduce risk and avoid surprises in sales forecasts, and to understand pipeline activity and forecasts from previous quarters.

Get the data that matters to drive your Sales Velocity



“We wanted to provide our sales managers with the same insight and coaching as the salespeople using the Altify Platform. Sales Performance Manager helped us accomplish this - providing unified sales advice.”

JEFF QUADE, Chief Sales Officer, GES

You know your Sales Performance is maximized when you can...

- Quickly view KPIs that matter like deal size, win rate and sales cycle
- Get an accurate revenue outlook and easily see what is changing in ‘Must Win’ deals
- Plot a roadmap from current position to future destination, with guidance on how to win the deals that matter
- View team achievement against pipeline goals and the status of each pipeline stage
- Highlight any risks and get descriptive insights to inform coaching actions

A full 2/3 of all sales professionals do not attain their individual sales quota

67%

Coaching is recognized as a true driver of sales, yet 73% of sales managers spend less than 5% of their time coaching

73%