

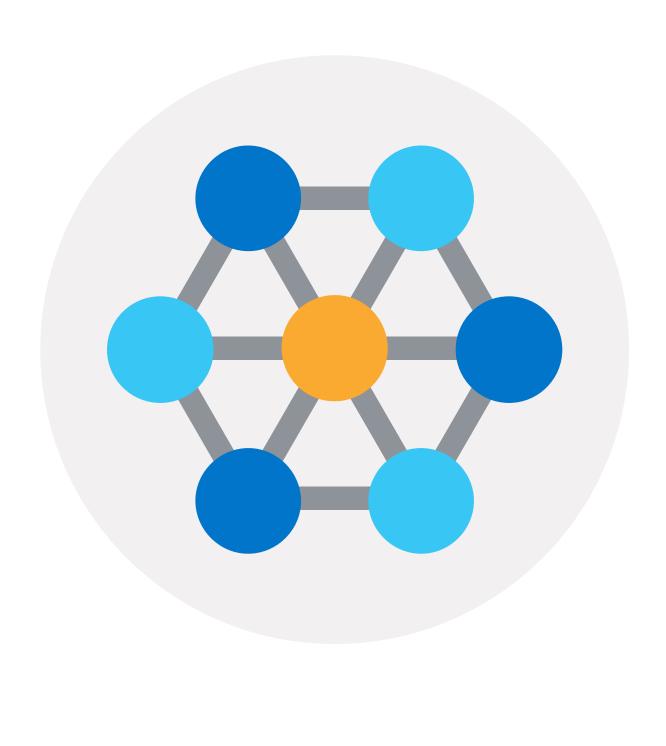


Improve sales with better colaboration

Sales is all about relationships.

But it's not just customer relationships that make the difference.

Successful sales teams depend on strong connections and collaboration — not only with customers, but teams across their own organizations, including marketing, support and finance.



Give buyers what they want—your attention

According to buyers, the top things sales teams can do to provide a positive experience¹ are to:



69% Listen to their needs

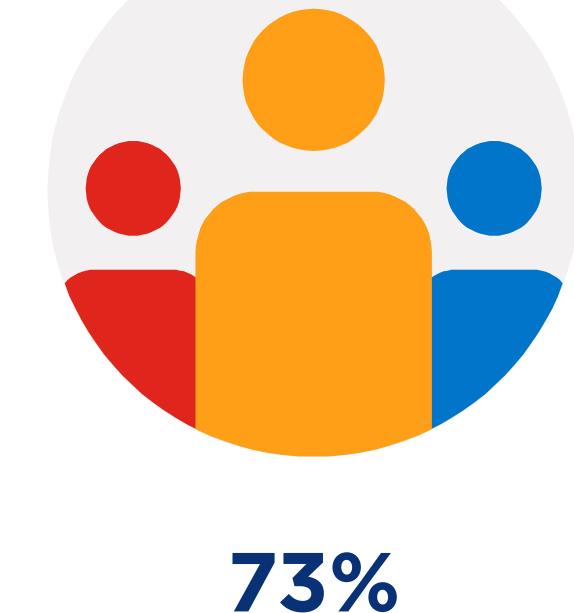
61% Provide relevant information

61% Don't be pushy

51% Respond in a timely manner

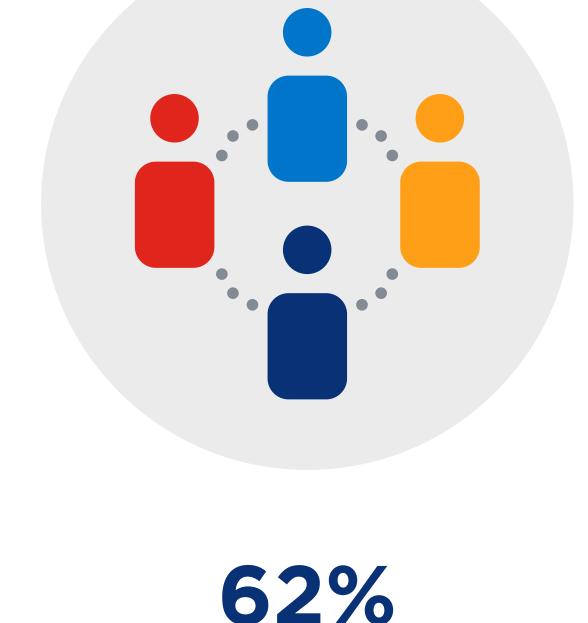
Get out of the sales silo

Collaboration across departments is crucial to build the resources to support a sale and ensure continued support of the customer. Here's what sales pros had to say².



say collaborating across

departments is absolutely critical or very important to the overall sales process



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increased their productivity by more than 25%



selling has increased pipeline by more than 25%

inconsistent levels of service across departments.

Meanwhile... 73% of consumers say they are

likely to switch brands if a company provides

about chasing email or finding time to meet.

Create the connections

Reduce email and meetings by

Part of the equation is the people, another is the tools you use to

bring those people together. With Webex, you don't have to worry



Share customer and account information across teams

creating persistent

shared workspaces

Bring people together, no

instantly connect via

messaging, voice, or video

Have the ability to

matter where they are or what device they use

Finding more ways to coordinate extended teams can help streamline the sales process. Bringing together the right

difference between a timely response and an annoyed customer.

players in an ongoing conversation where

you can quickly address issues can be the



Experience Better Collaboration

for all your collaboration needs.

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