Rev up your sales in Slack

slack from Salesforce

SET YOUR SALES TEAM UP FOR SUCCESS

Empower your sales team with a productive edge. Drive strong performance and enable your teams to hit their revenue targets with:

- Streamlined planning
- Optimized sales processes
- A culture of learning and development
- Proactive notifications and deal alerts
- Easy CRM management from any device

BEWARE OF BARRIERS THAT LIMIT SALES POTENTIAL

Sales teams are faced with obstacles that can limit their productivity and ultimately slow down deal cycles. Roadblocks include:

- Siloed tools create fragmentation, causing reps to split their time and focus, making it difficult to find the right information and requiring experts to help move deals forward.
- Too much time spent on admin work and updating the CRM
- Poor pipeline hygiene and lack of visibility into deal progression
- CRM says one thing, deals say another
- Internal collaboration without customer context
- Difficulty understanding what deals matter, which deals need help with coaching and which deals do not

28%
of sales reps' time is spent selling

10
the average number of tools used to close each deal

5.9
hours per week that reps spend reporting sales activity

SLACK IS HERE TO HELP

Slack Sales Elevate teams collaborate in one place with customer data, tools and automation right at everyone's fingertips. With Slack Sales Elevate, you can:

- Sell faster by bringing your people, Sales Cloud data and process automation together, where team selling happens.
- Align sales teams through access to customer records, accounts, opportunities and key metrics.
- Surface real-time deal information to improve team visibility at every stage of the deal cycle.
- Keep teams focused on selling and speed up wins with deal alerts, automated deal support and approvals and easy CRM updates–from anywhere, on any device.

76%
of users say Sales Elevate makes them more productive

53%
less time spent on CRM admin

14%
increase in win rate

5 TIPS TO ENHANCE YOUR SELLING STRATEGY

1. Replicate and scale your team's winning strategies with best-practice sales templates for processes like account planning, mutual close plans, briefing docs and more.

2. Forecast predictably and make better, data-driven decisions from anywhere, with trusted pipeline data and real-time visibility into deals from any device.

3. Get instant deal notifications and weekly digests to uncover trends and identify coaching opportunities to drive deals forward.

4. Improve operational efficiency to give sales time back by automating processes like approvals and deal support with easy, no-code workflows in Slack.

5. Ensure pipeline data is accurate and up-to-date with easy, automatic record updates from Slack.

6. Build a culture of learning and celebrate success with a #sales-wins channel to share knowledge and ask questions.

SAVE TIME, ENHANCE COLLABORATION AND BOOST SALES WITH SLACK

Sellers can use Slack's automation tools to efficiently collaborate on customer data. By making it a priority to align your goals and equip your team with the proper tools and information, you can confront challenges, refine sales approaches and achieve substantial success.
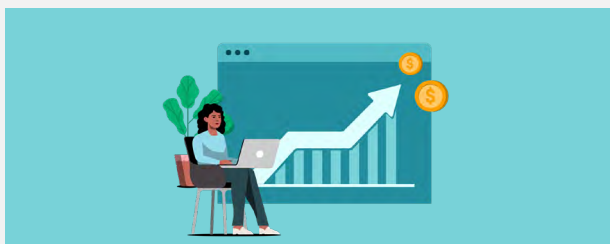
35%
increase in time saved for Slack users thanks to automation

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I've truly made Slack the heart of how I run my business. It helps me keep a pulse on my business with a ton of customer insights, data and up-to-the-minute deal status.

Miguel Milano
Chief Revenue Officer, Salesforce

Get started with Slack Sales Elevate

Simplify sales processes and improve efficiency for your sales team with one of our paid plans.

Learn more

Contact **slack.com/contact-sales** to learn more.