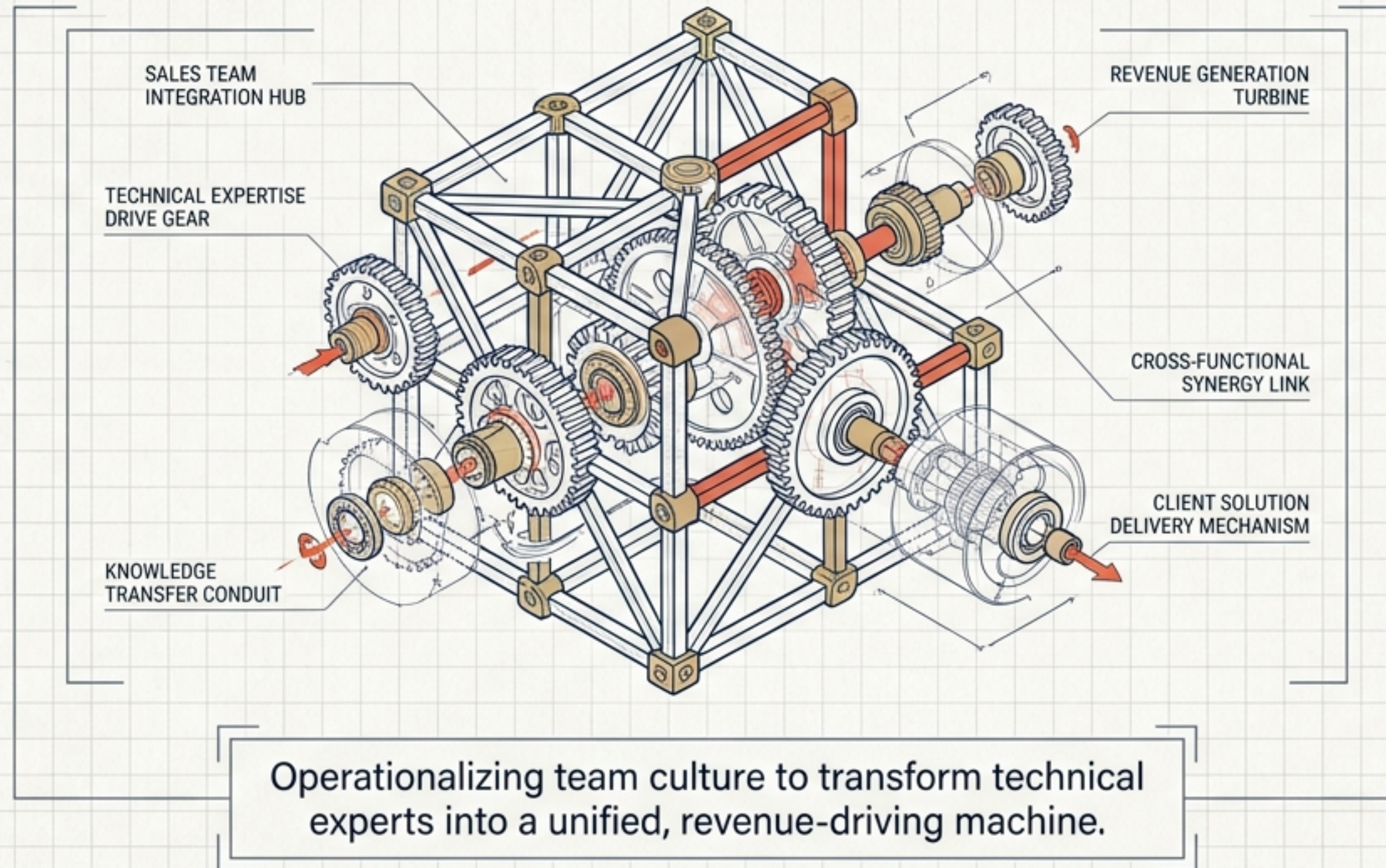
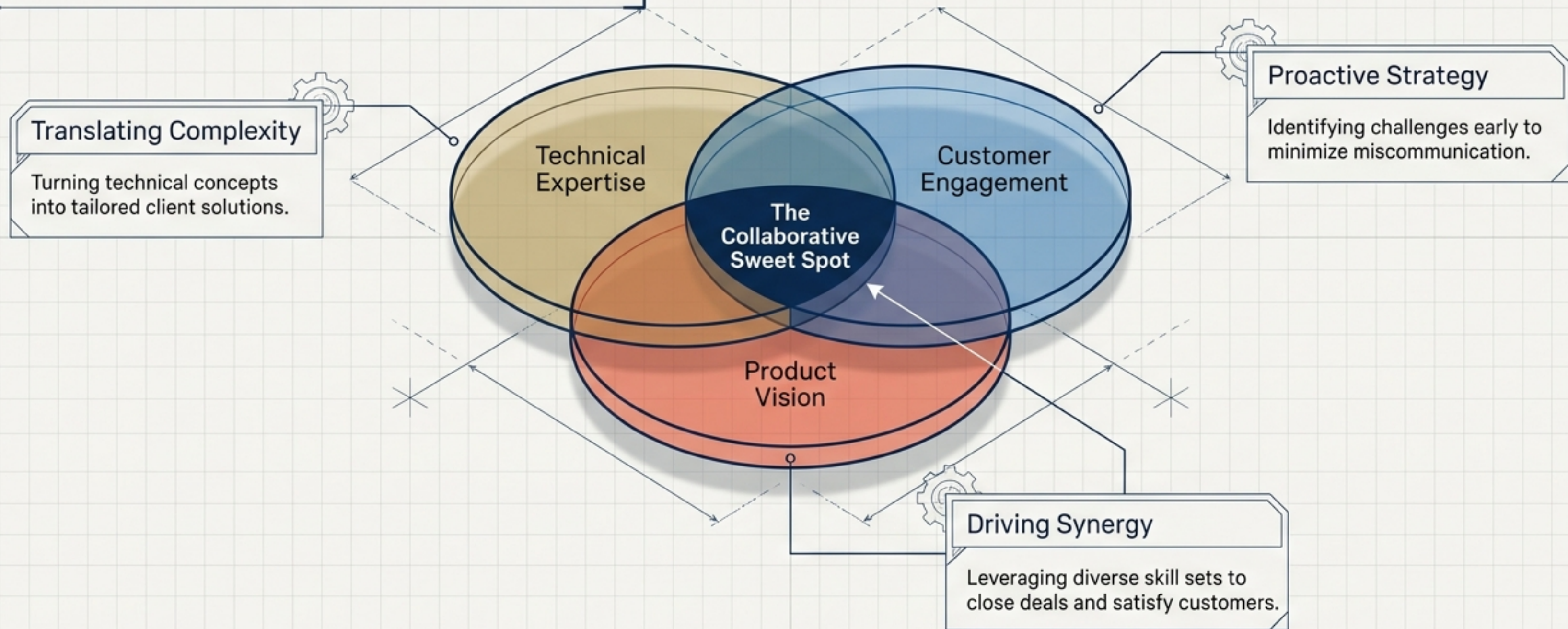


The Collaborative Engine: A Blueprint for Sales Engineering Success

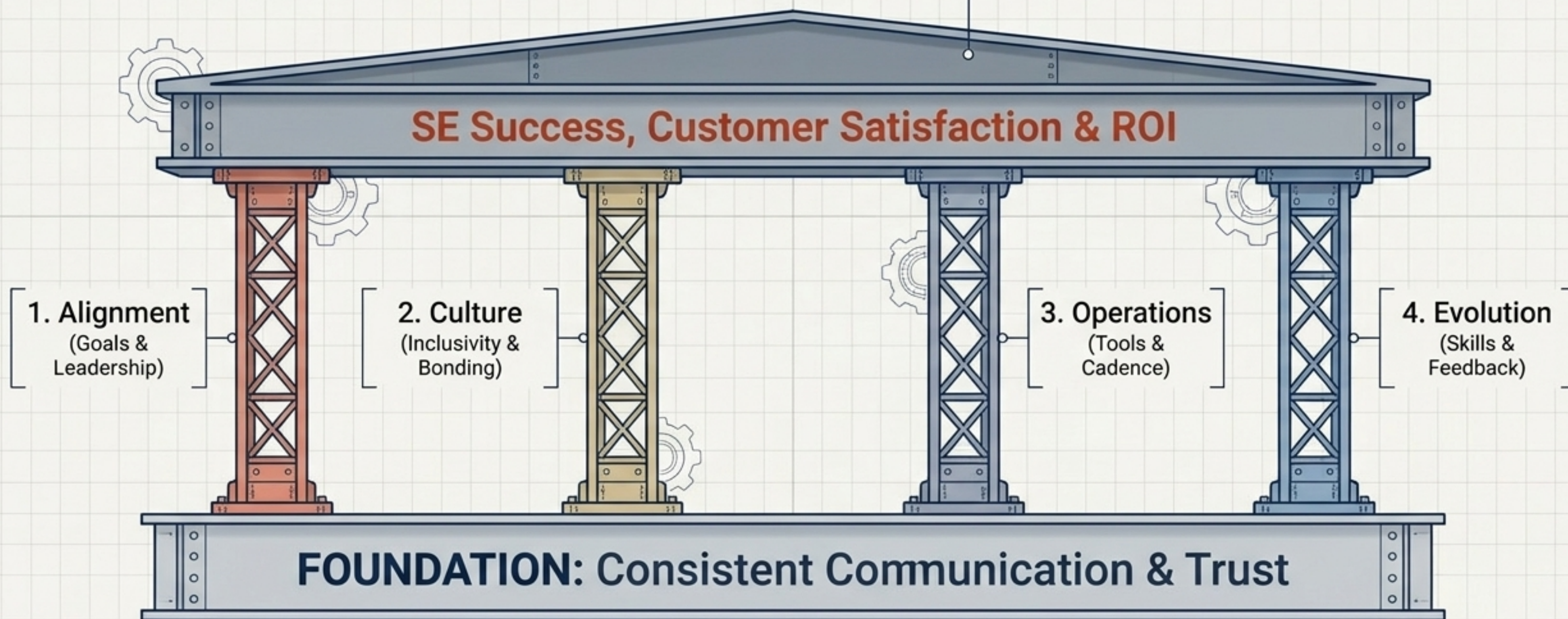


The Intersection of Complexity

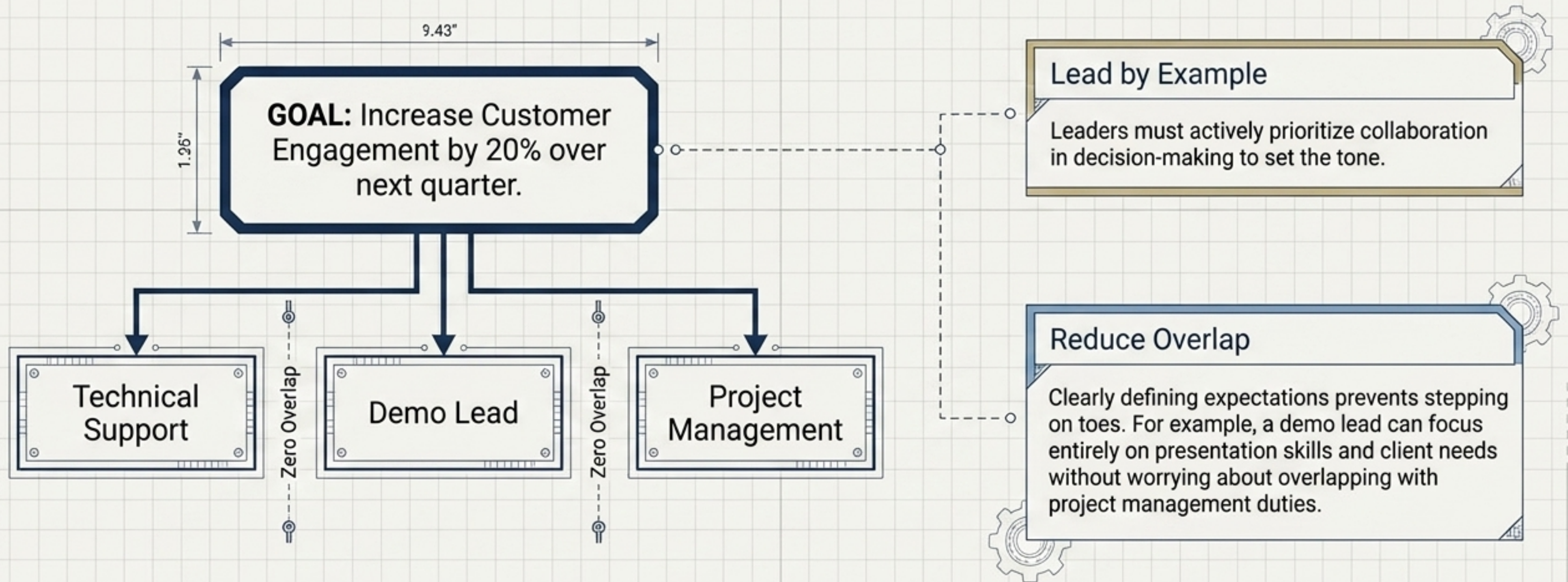


The Four Pillars of SE Collaboration

To transform siloed technical experts into a revenue-driving engine, leaders must operationalize collaboration across four interconnected disciplines.

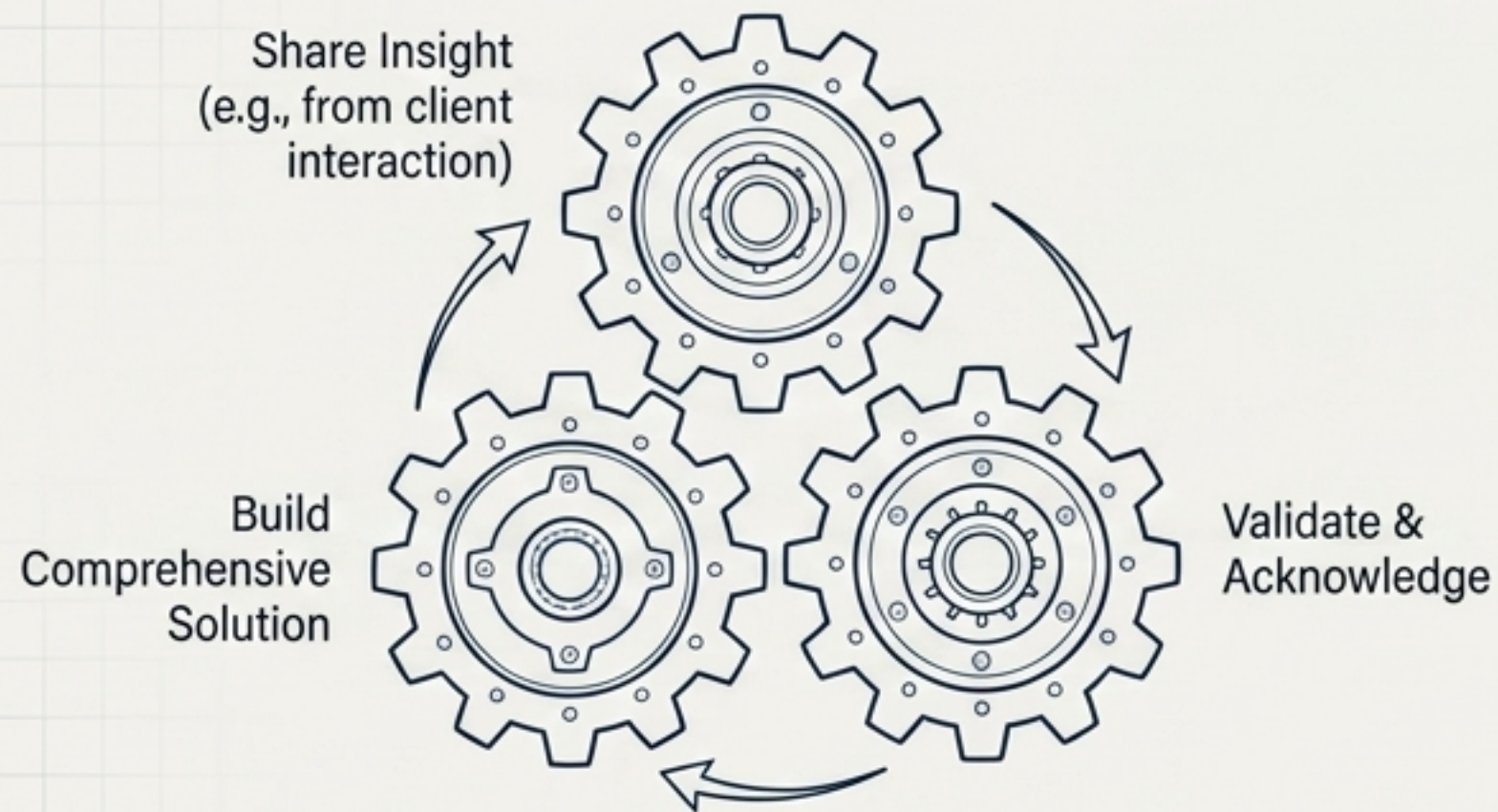


Alignment: The Architecture of Accountability



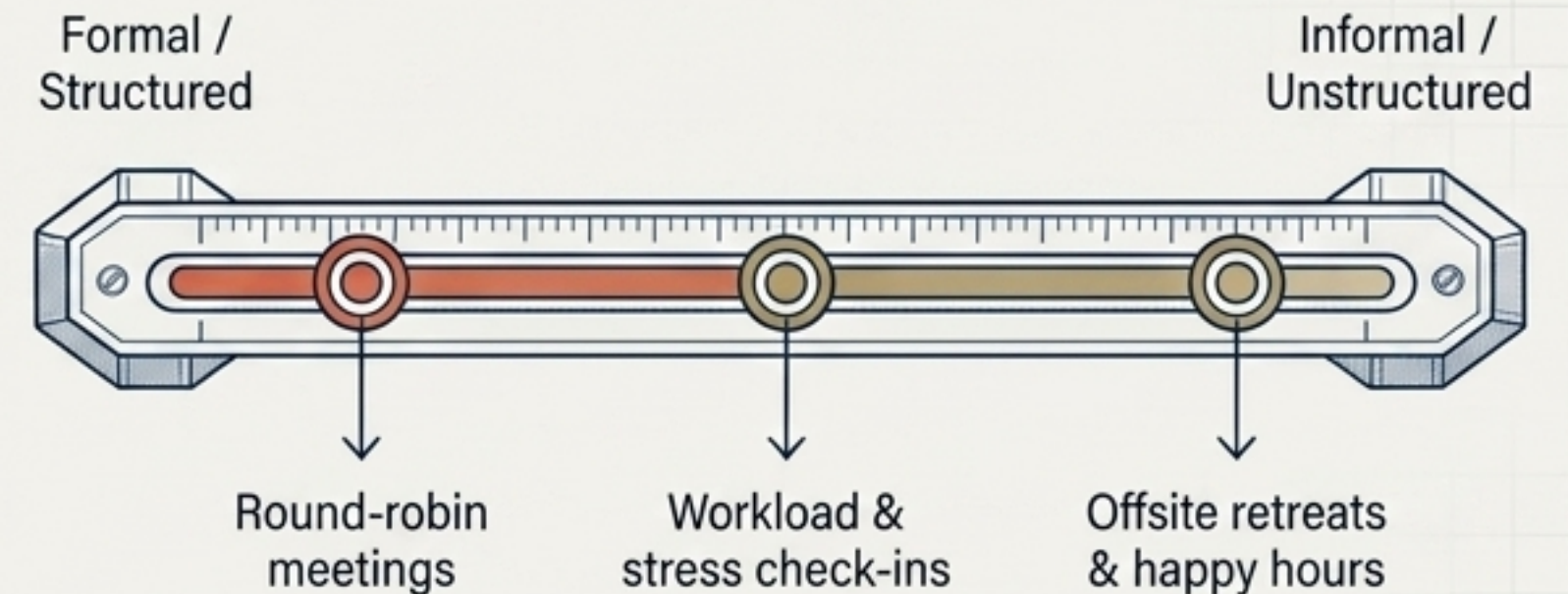
Culture: Engineering Psychological Safety

The Active Listening Loop



Give Quiet Voices a Platform: Use round-robin discussions and **anonymous** feedback mechanisms to ensure all perspectives are heard without fear of judgment.

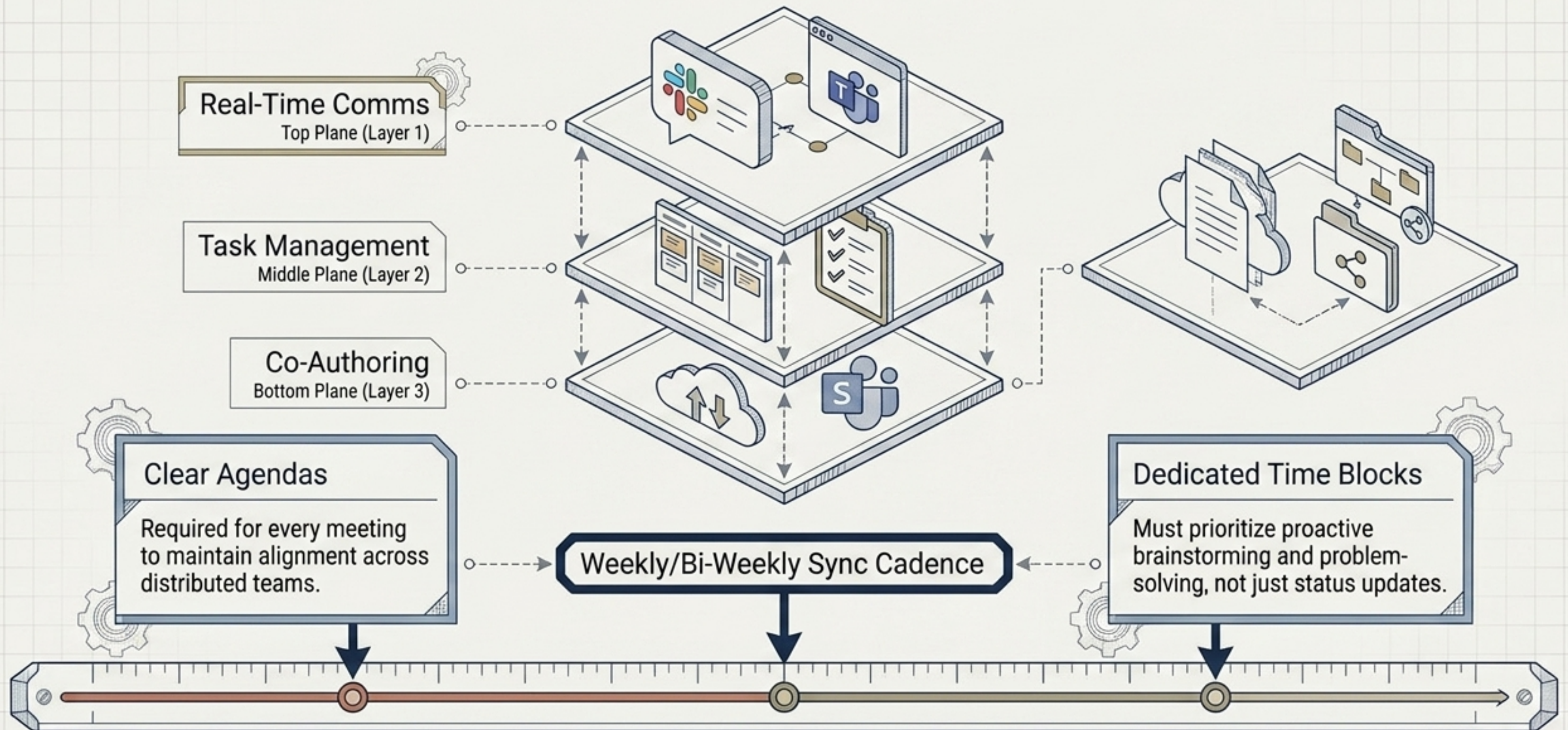
The Inclusivity Spectrum



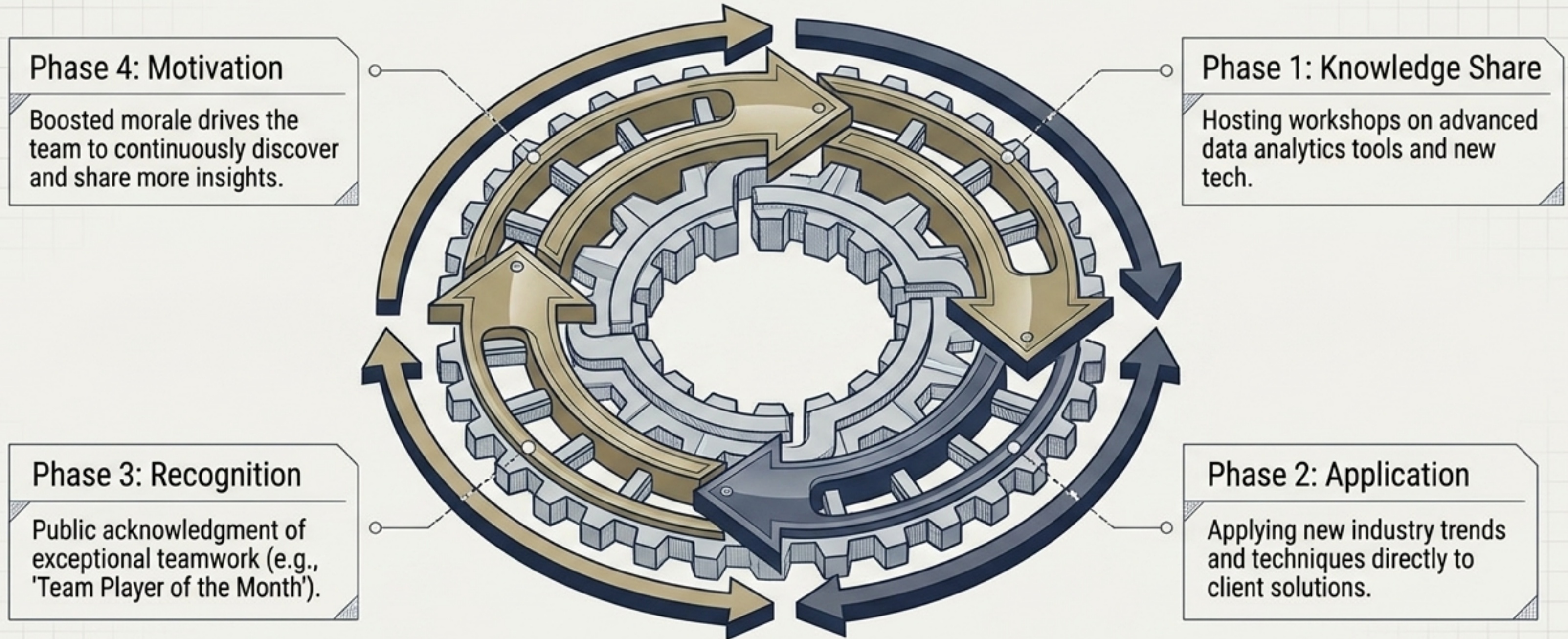
Manage Workload Reality:
SE is high-pressure. Encourage open conversations about stress levels and tight deadlines.

Disconnect to Connect:
Utilize lunches, happy hours, and team-building retreats to foster personal trust outside of client deliverables.

Operations: The Frictionless Tech Stack



Evolution: The Growth Momentum Wheel

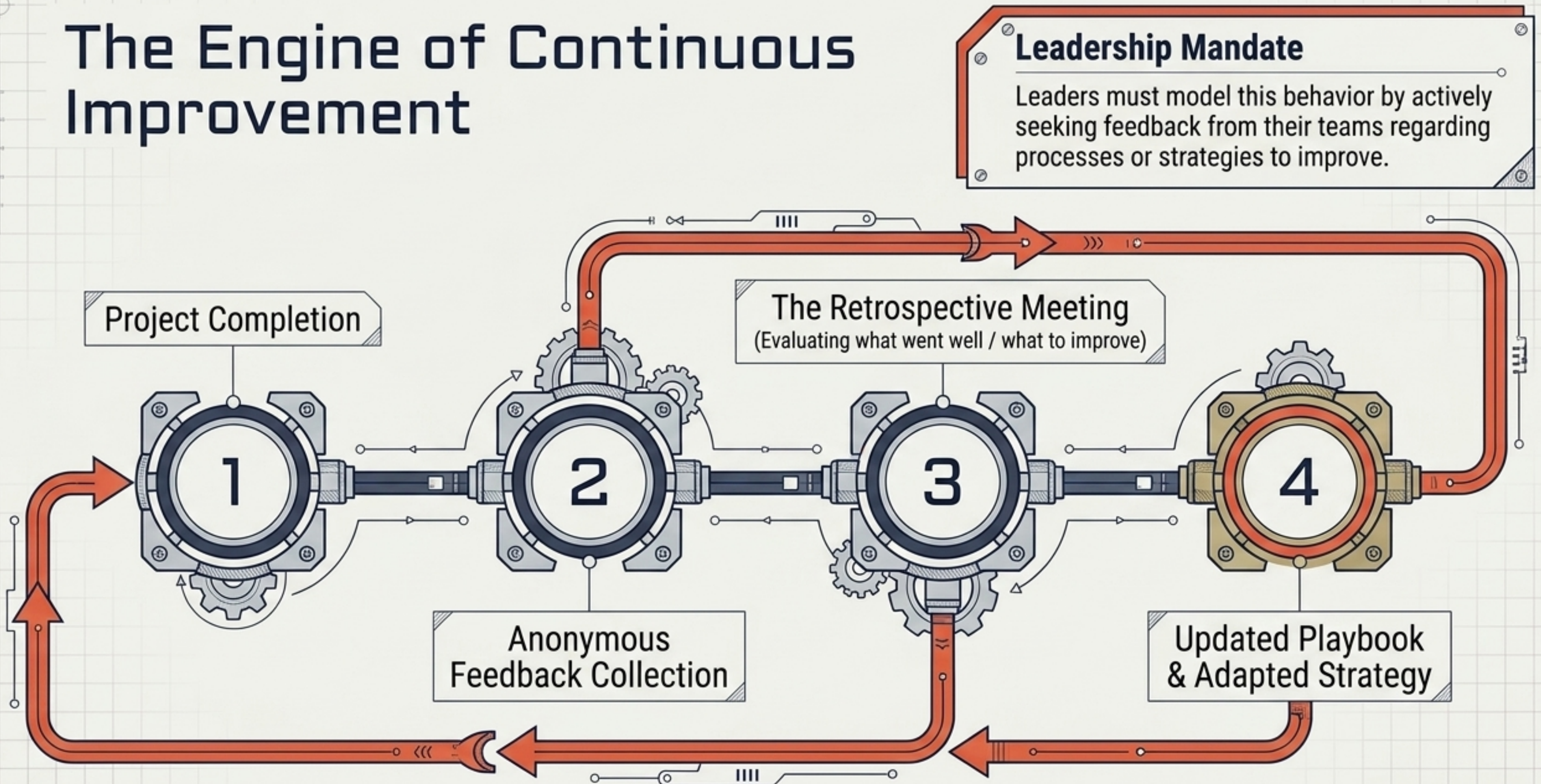


Investing in continuous skill development and formally rewarding collaborative behavior ensures the entire team scales its capabilities together.

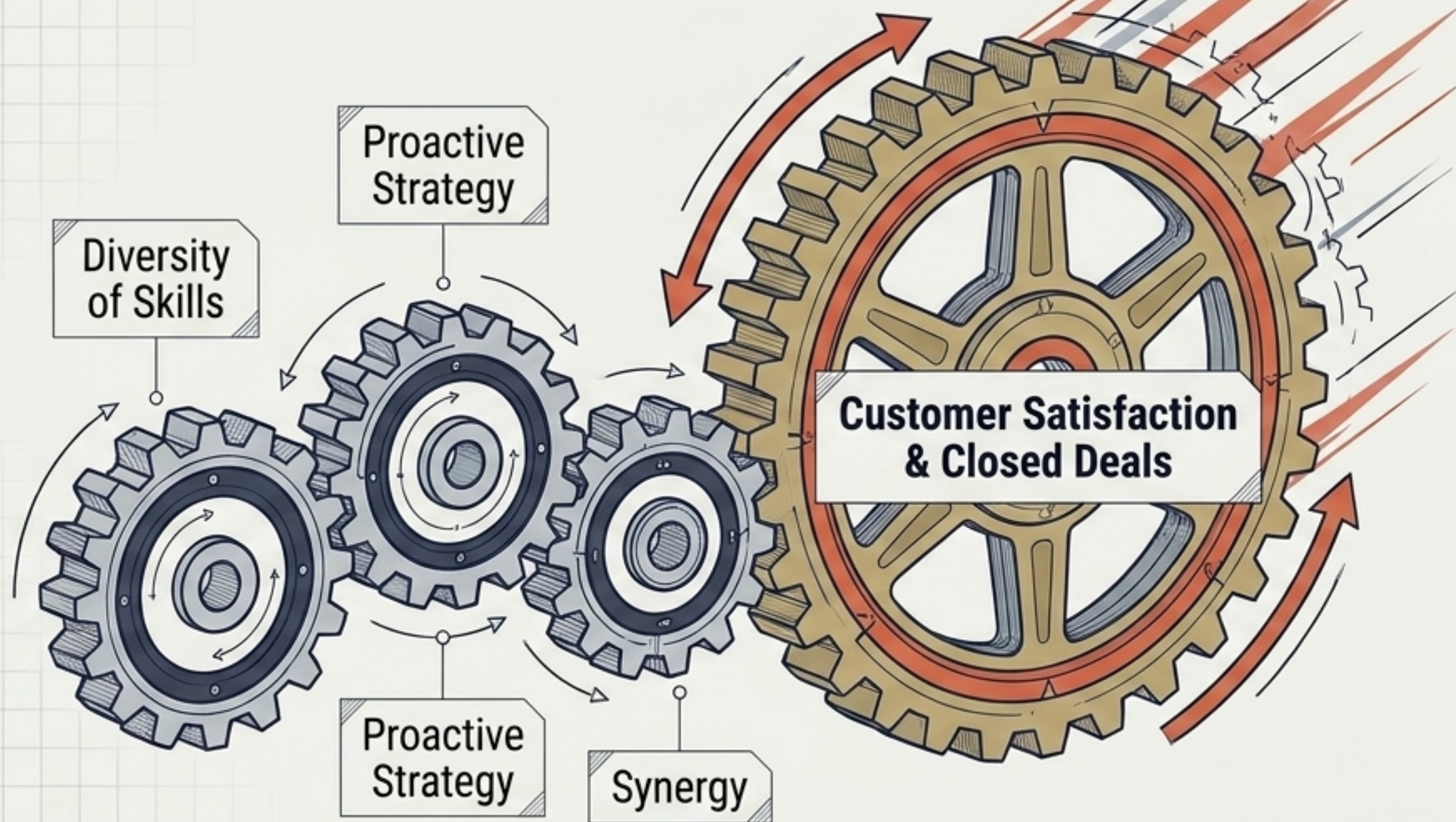
Diagnostic Matrix: Siloed vs. Collaborative Teams

Operational Dimension	The Siloed State	The Collaborative State
Goal Setting	Confused and overlapping roles	Clear accountability & strict ownership
Communication	Fear of judgment & isolated workflows	Two-way transparency & active listening
Problem Solving	Reactive firefighting at the deadline	Proactive, cross-functional brainstorming
Knowledge	Hoarded insights & stagnant skills	Continuous cross-training & sharing

The Engine of Continuous Improvement



The Ultimate ROI of SE Collaboration



Collaboration uncovers distinct customer pain points early in the process.



Cross-functional teamwork ensures highly tailored, innovative solutions.



Unified execution accelerates the sales machinery and decisively drives revenue.