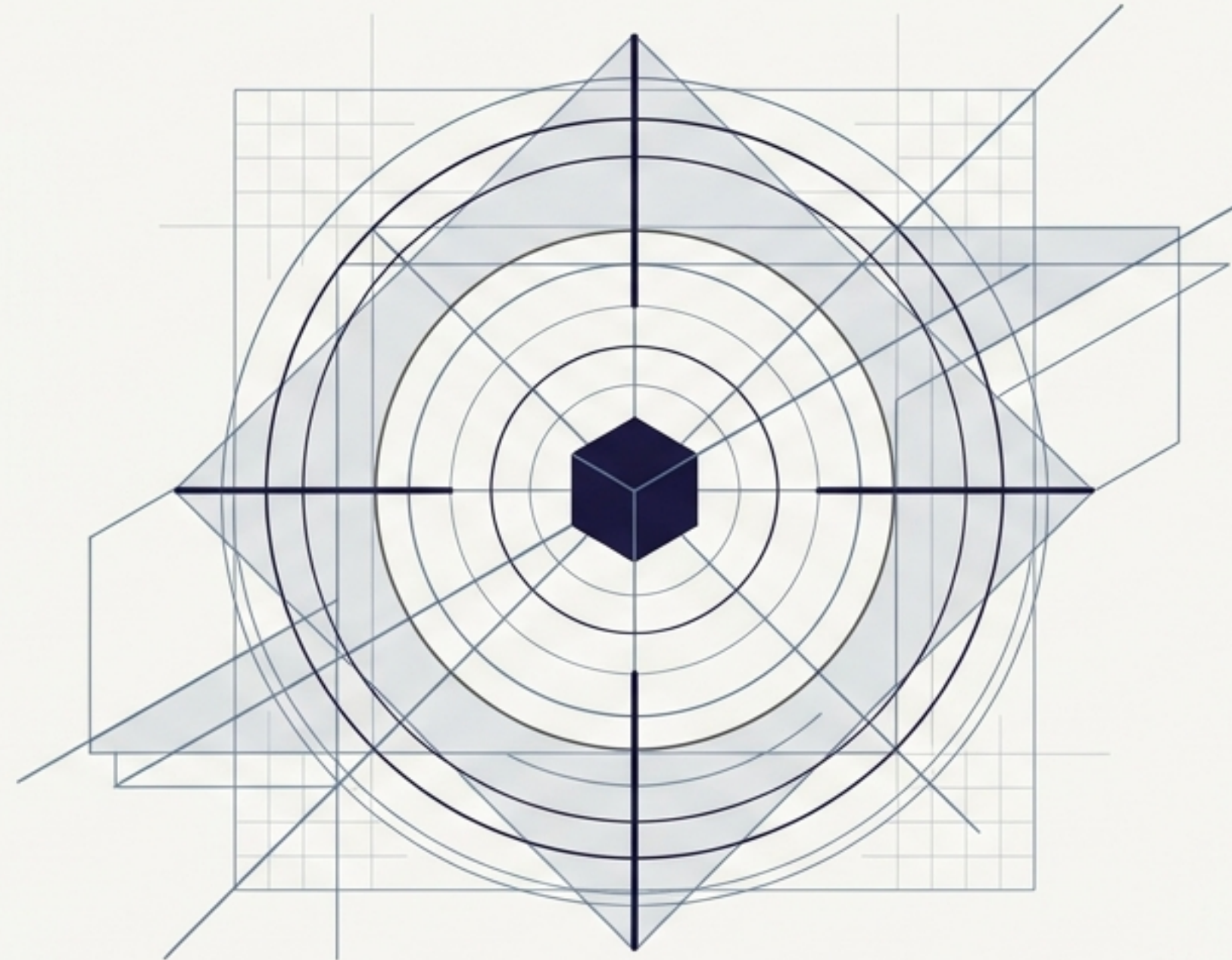


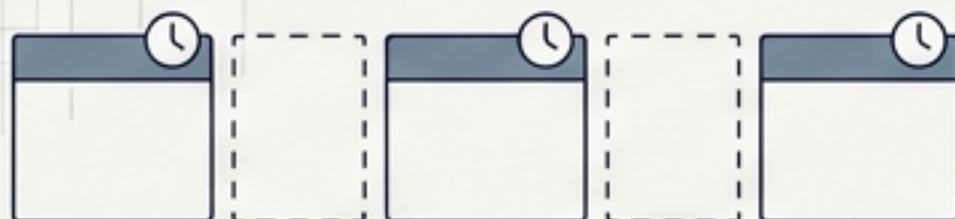
AI-Powered Sales Coaching: The Transformation Blueprint

Engineering a proactive, continuous, and hyper-personalized revenue engine



The Coaching Paradigm Shift

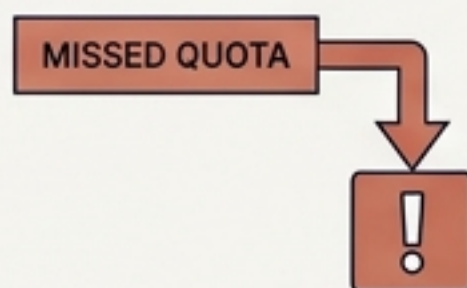
Traditional Coaching



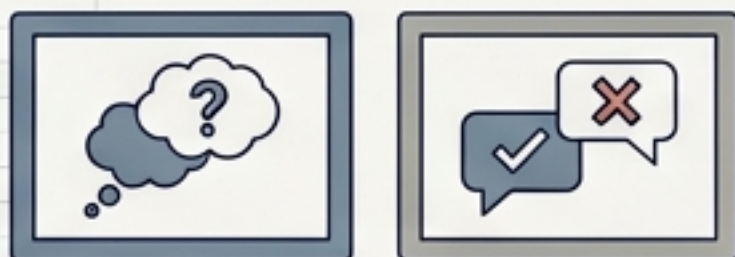
Timing
Periodic, post-call evaluations.



Approach
Generic, one-size-fits-all training.



Posture
Reactive to missed quotas.



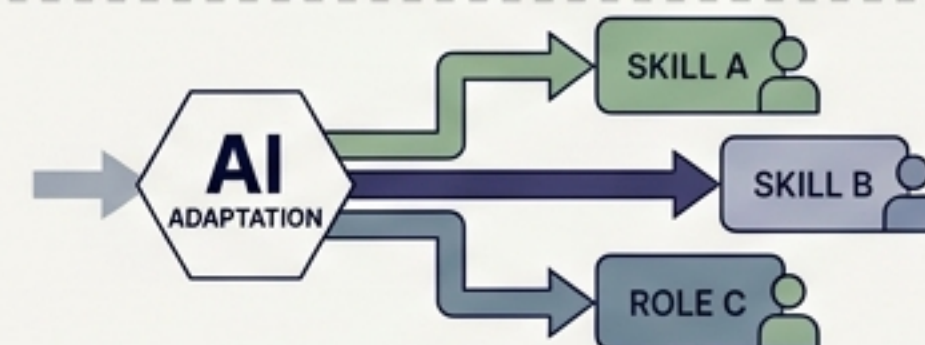
Metrics
Subjective assessment.

AI-Powered Ecosystem

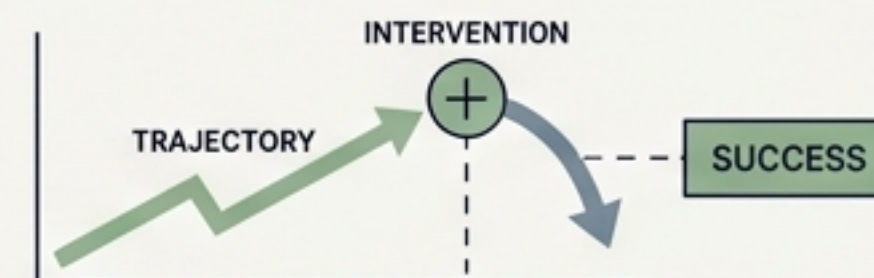
Timing
Real-time, in-the-moment analysis.



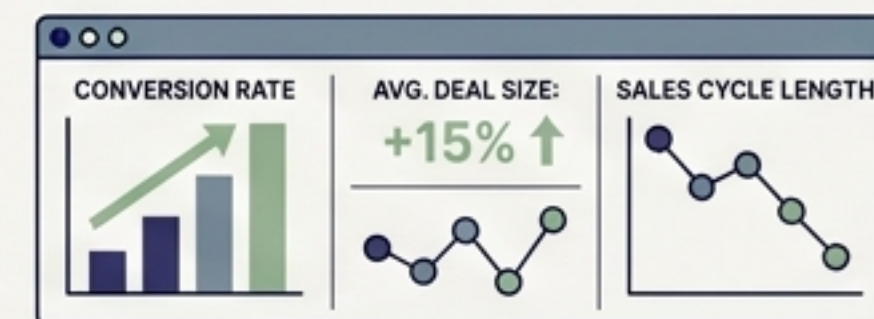
Approach
Hyper-personalized, adaptive learning paths.



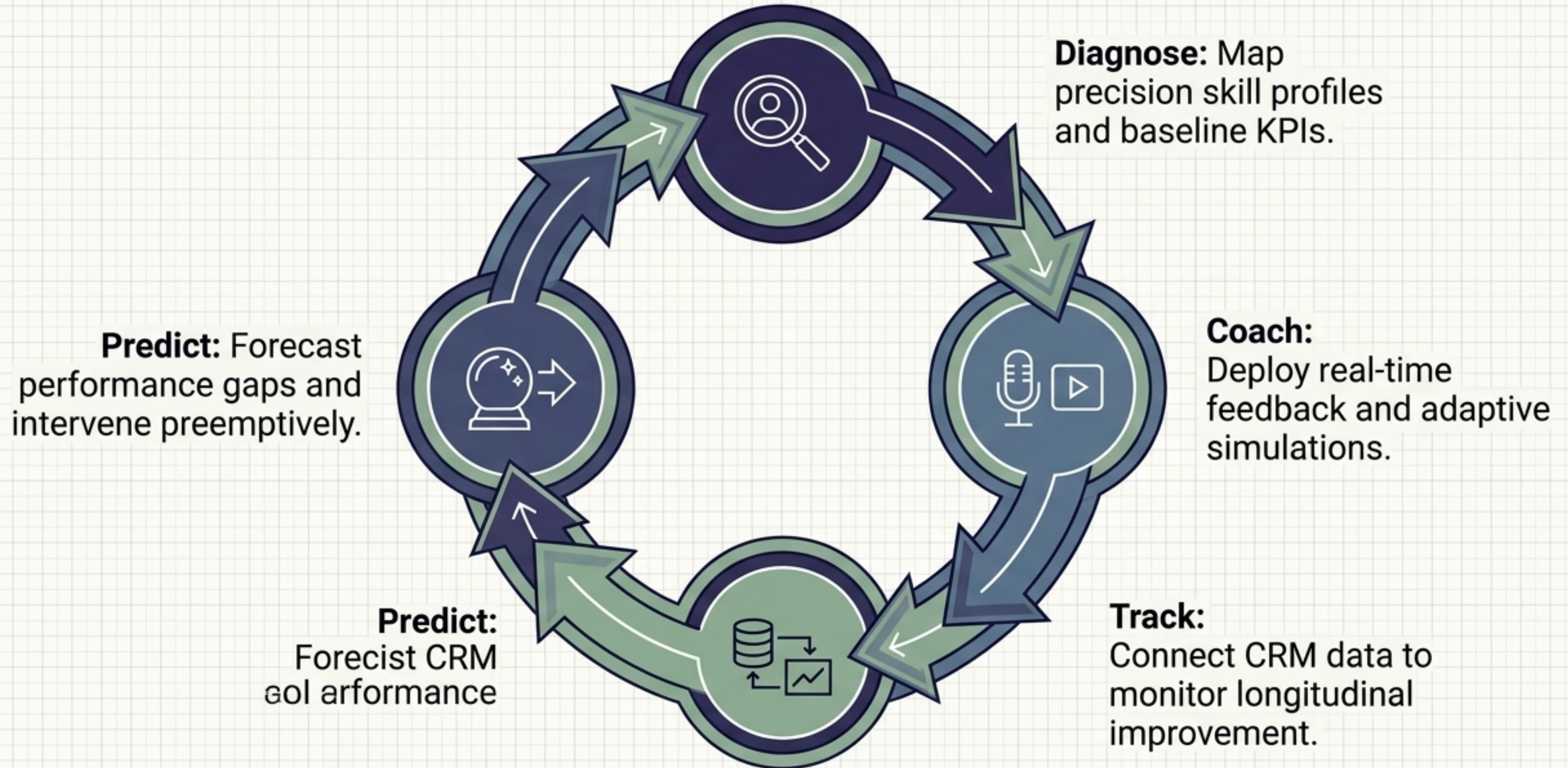
Posture
Predictive interventions based on historical trajectories.



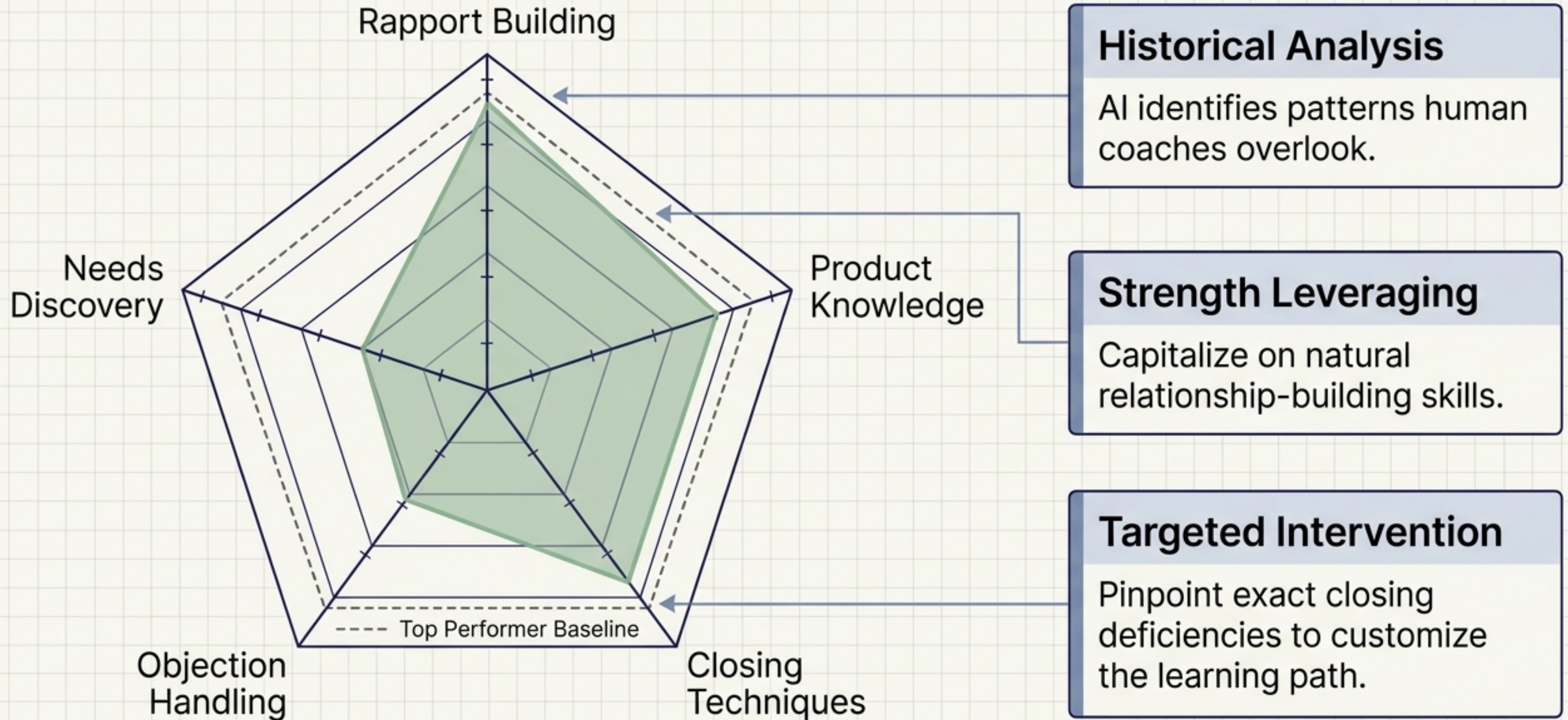
Metrics
Objective KPI tracking (Conversion rates, average deal size, sales cycle length).



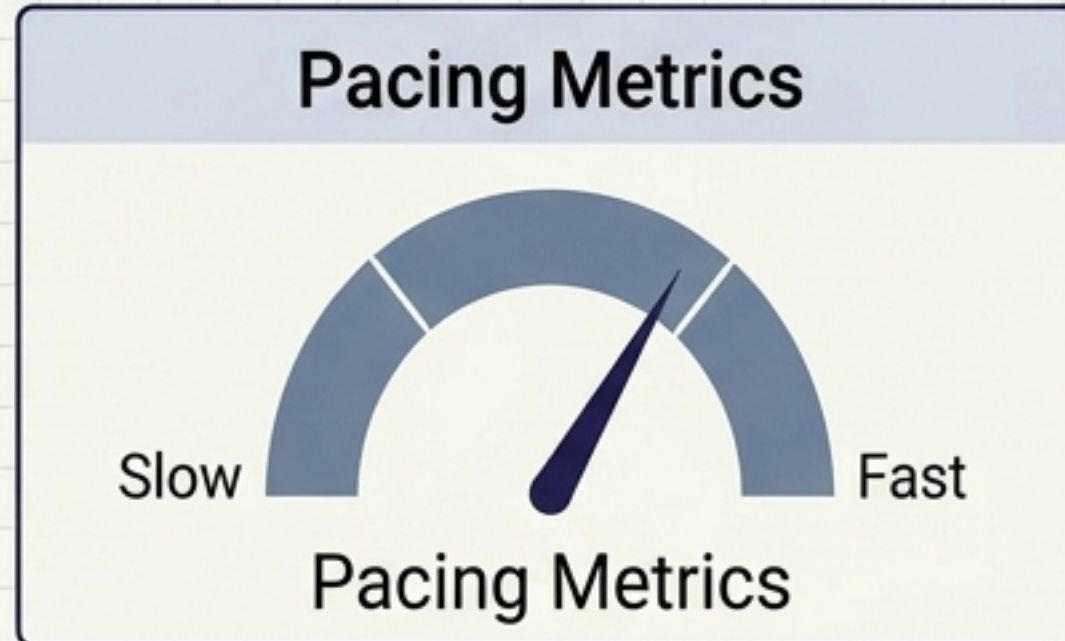
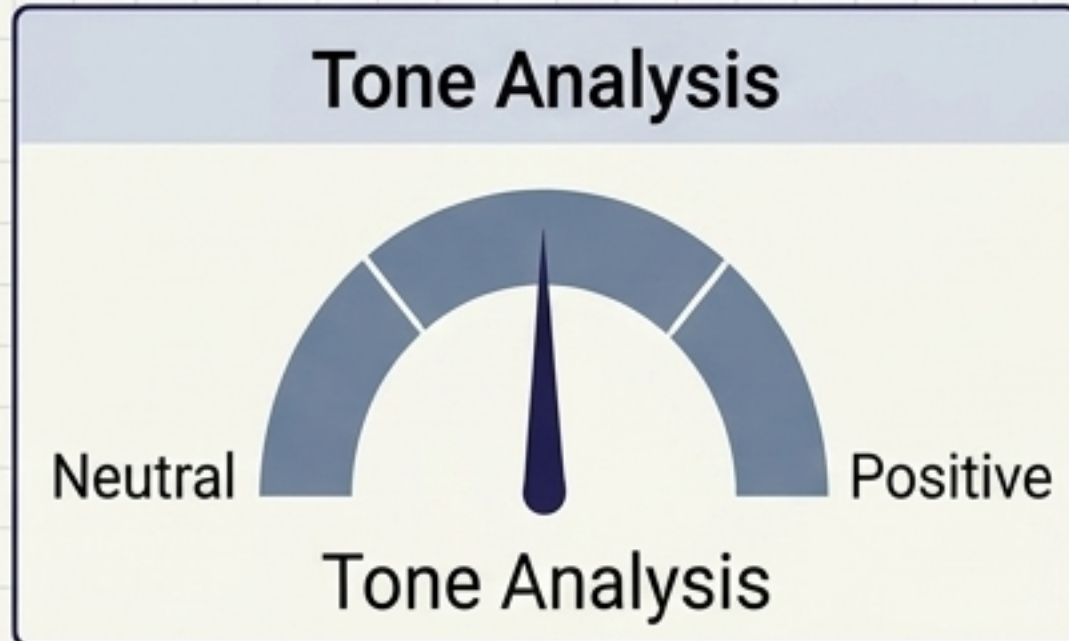
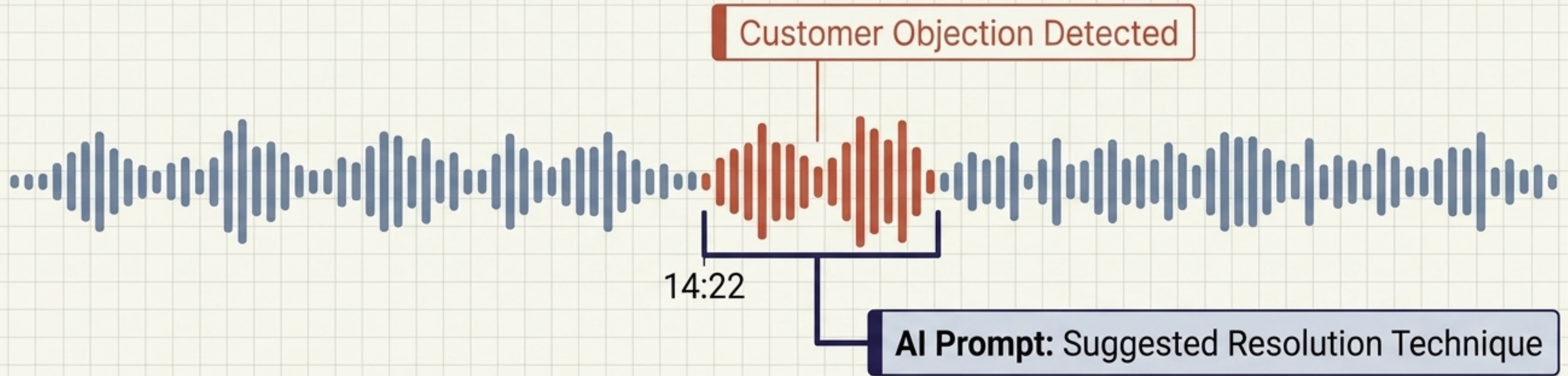
The Continuous Performance Engine



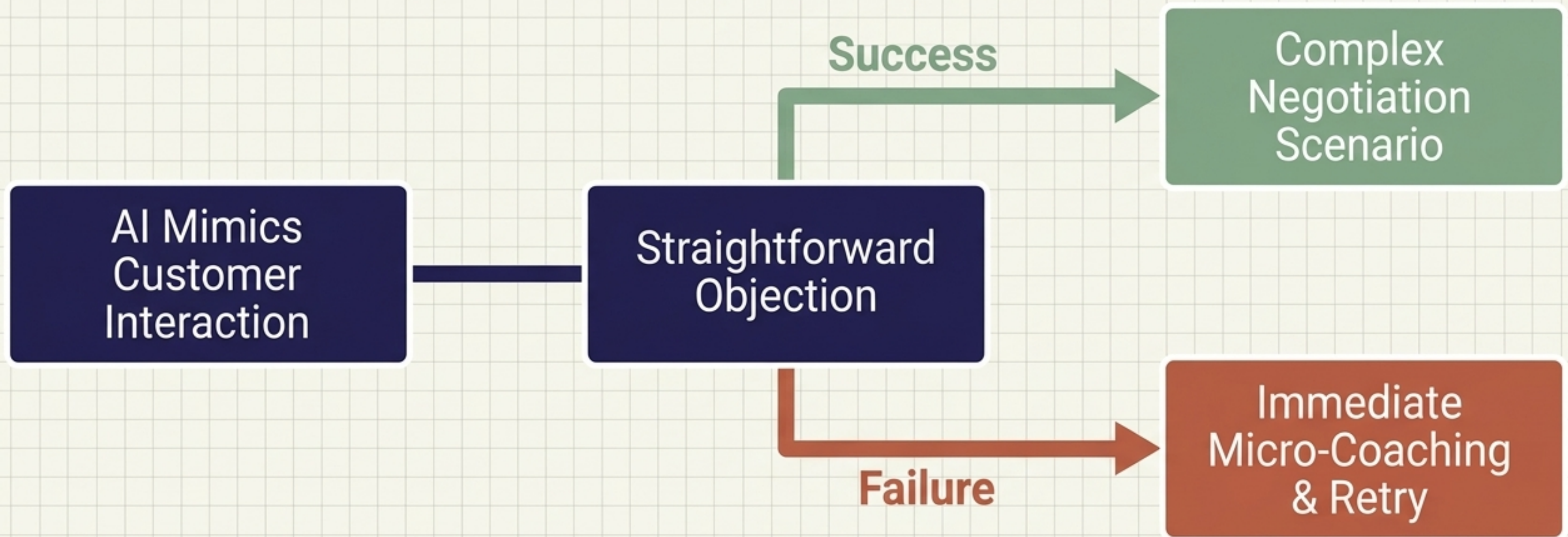
Phase 1: Precision Skill Mapping



Phase 2A: Live Interaction Interventions

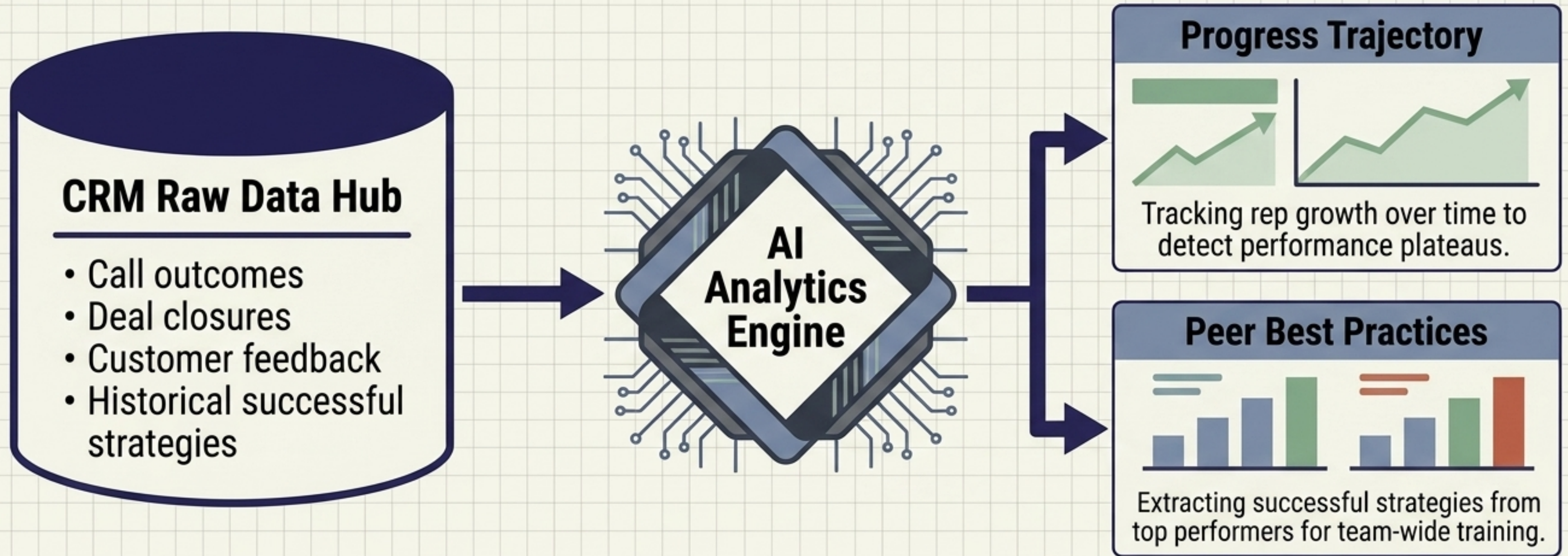


Phase 2B: Adaptive Scenario Simulations



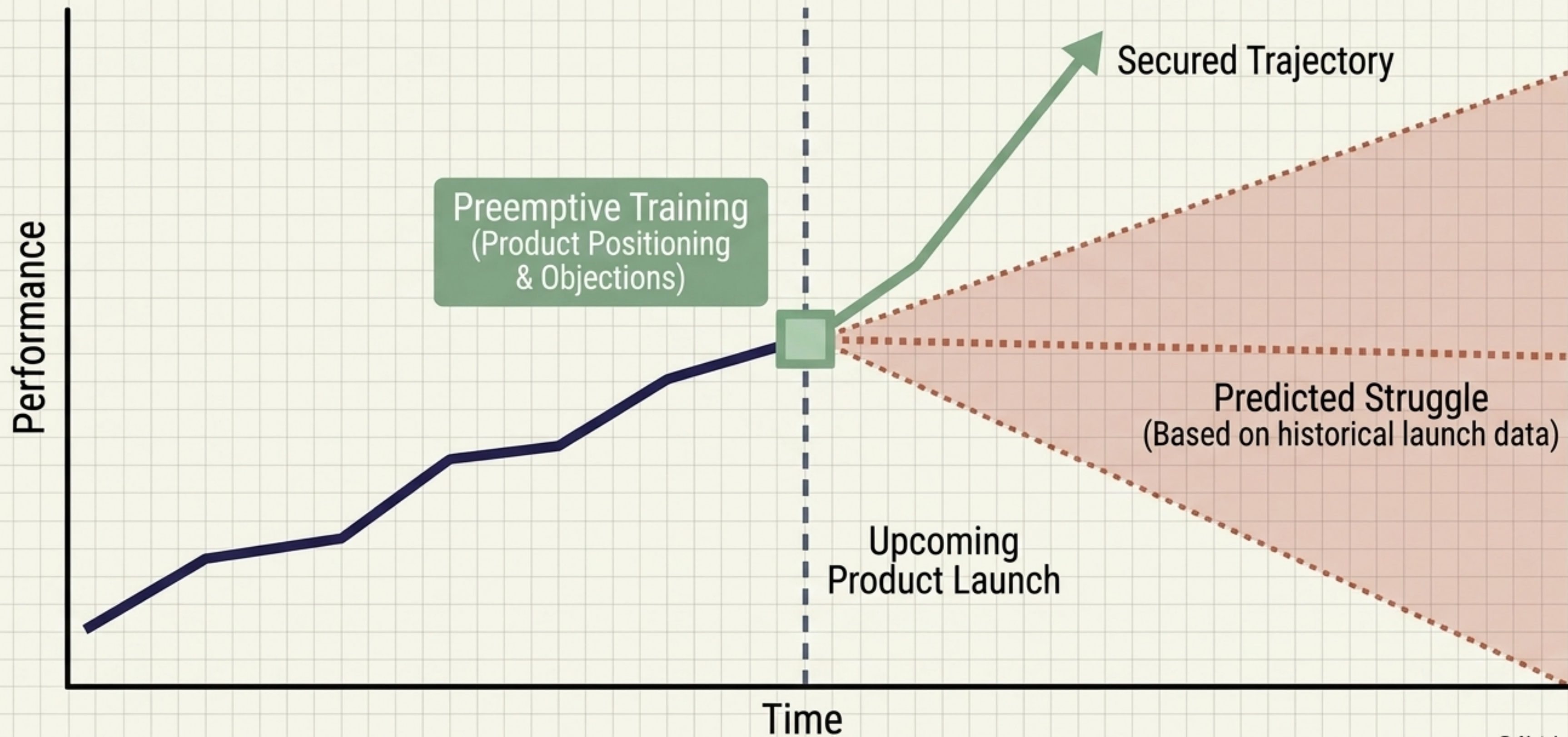
Simulations provide an immersive, customized learning experience that dynamically responds to the individual representative's development needs.

Phase 3: The CRM-AI Nexus

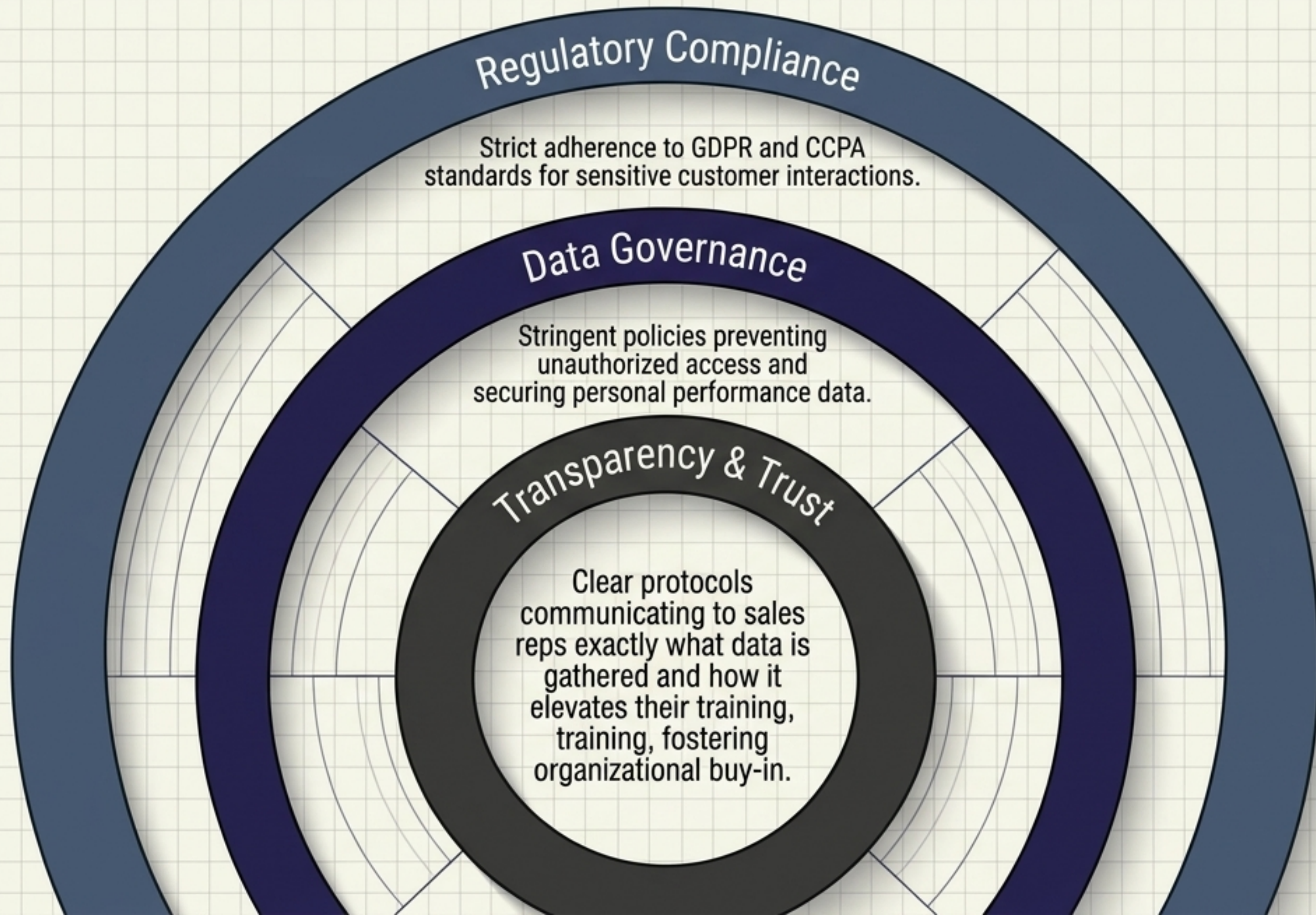


Seamless integration allows coaches to access actionable insights directly, shifting focus from data gathering to targeted development discussions.

Phase 4: Forecasting & Proactive Intervention



The Guardrails: Trust & Data Security



Measuring Transformational Impact

Quantitative Yield

Revenue Growth

Significant uplift in top-line performance driven by strategic AI-enabled initiatives.



Conversion Rate Increases

Improved lead-to-customer conversion through targeted coaching and better resource allocation.



Shortened Sales Cycles

Accelerated deal closure with optimized sales processes and faster objection handling.



Qualitative Alignment

Sales Rep Adoption and Trust



Positive Rep Feedback

- Reps report increased confidence in AI recommendations and find tools intuitive.
- Coaching insights are perceived as personalized and directly applicable to live deals.
- Overall satisfaction with new tools contributes to higher engagement and retention.

Continuous measurement ensures coaching strategies evolve in alignment with technological advancements and changing market dynamics.