



Moving the deal forward just got easier...
Gain insights. Build trust. Close deals.

Today, the sales process is a continuous conversation, building a relationship from prospecting to post-purchase. Multiply this relationship stream by hundreds of leads, across ten to hundreds of sales team members, and the number of relationship streams increases exponentially. Keeping a *pulse* on each relationship is critical to closing more deals, performing best-in-class coaching, and optimizing your sales teams.

Is Your Sales Team Making a Connection?

In a world where products and services are becoming increasingly commoditized, one key differentiator is *how your sales team engages with clients*. Are they able to effectively differentiate your offering? Or, are you falling into the bucket of just another commoditized product?

To consistently win deals requires a sales team with an optimized sales approach. The ability to react to customer feedback, *in real-time*, is critical to ensuring the customer's satisfaction, eliminating the competition, and achieving success.

An Integrated, Real-time Approach

A native Salesforce™ app, QB Salespulse provides integrated real-time insight for sales executives, enabling them to proactively strategize, manage, and optimize their sales team and pipeline.

Real-Time Insight. Any Device.



Key Benefits

- Gain the client's perspective of the buying process
- Increase individual performance & sales effectiveness
- Boost close rates with prospect & customer understanding
- Integrate a holistic view of customer sentiment and sales KPIs
- Reduce customer churn by exceeding expectations

7 people involved to buy at a
firm of 100 - 500

80% of closed sales
required 5 follow-up actions

87% of clients do not believe
sales understands their needs

Integrated Real-Time Sales Insight

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As a complete feedback process for sales meetings, Salespulse delivers automated invitations to feedback surveys, online and real-time reporting, workflow and daily routine integration, native data management within Salesforce, and state-of-the-art analytics and dashboards.

Industry-Leading Solution

Built on more than 17 years of enterprise feedback experience with over 5,000 customers worldwide, Salespulse empowers executives to meet today's accelerated sales process demands with an optimized, smart, and proactive solution. Utilizing data to power the sales process and increase overall performance, Salespulse enables:

Single System Data Management Within Salesforce

All sales feedback, reports, and records are stored within Salesforce, complete with dashboards and reporting.

Single-Click and Automated Feedback Requests

Triggered automatically based on completed meetings or with one click, email invitations are sent to meeting participants.

Actionable Insights, Analysis, and Reporting

Automatically linking to contextual data, performing trend analysis, and rendering state-of-the-art reports, data is displayed cohesively on individual and team dashboards, purpose-built for action. Analyze the sales team's pipeline in context of honest feedback from your prospects and customers.

Optimize Your Sales Team

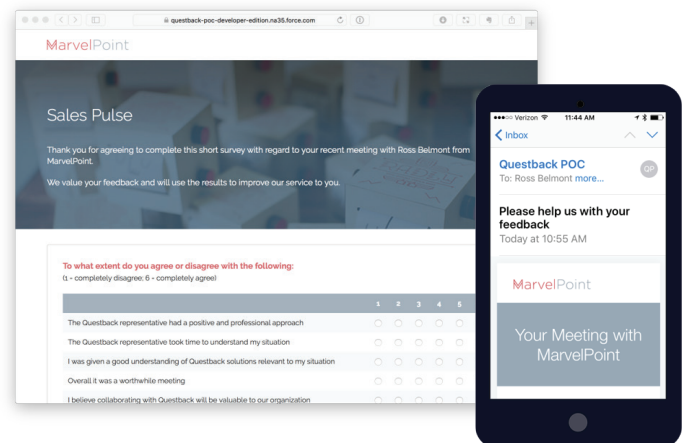
To learn more about Salespulse, please visit www.qbsalespulse.com or email us at info@qbsalespulse.com.



"Assessing the quality of customer meetings is an important success factor."

Espen Bjerke, Sales Director - Wittusen & Jensen

Integrated. Automated. Insight.



About Questback

A global leader in enterprise feedback management with more than 5,000 customers, Questback solutions enable companies to collect real-time business critical information from all customer and employee touchpoints, implementing insights for long-term loyalty, growth, and profitability.

