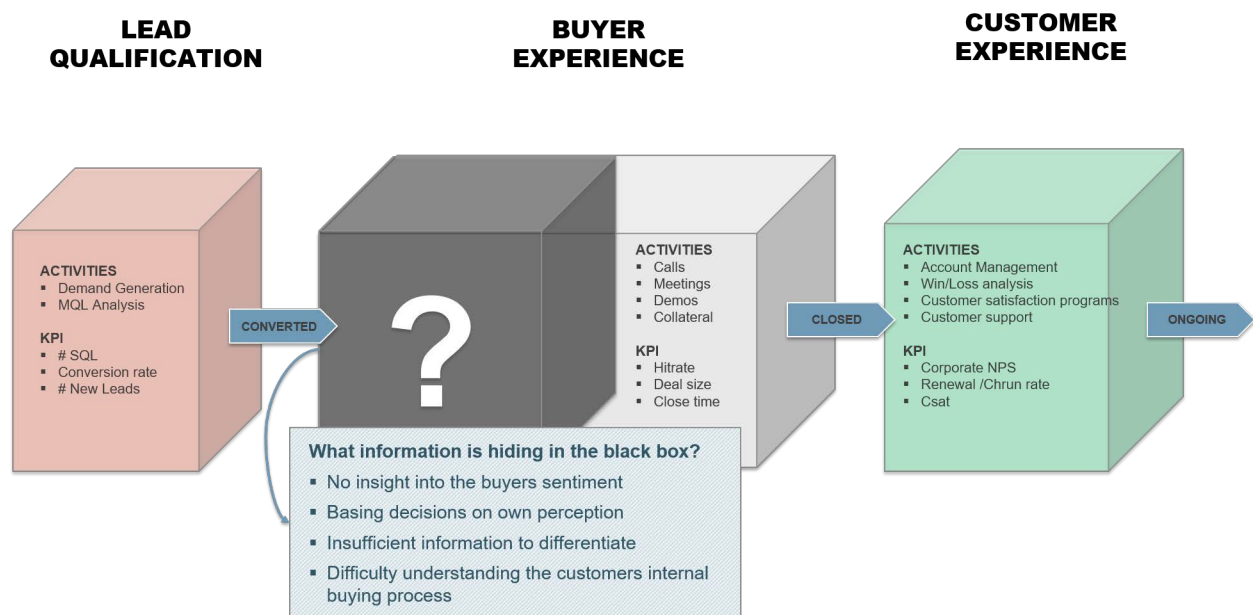


Moving the deal forward just got easier...
Gain insights. Build trust. Close deals.

What is Buyer Experience?

Buyer Experience (BX) is the process of engaging, understanding and acting on the motivation, behavior and sentiment of your potential buyers while guiding them through the buyer journey.

THE BUYER'S JOURNEY



A buyer-focused selling approach yields:

- 5-10% revenue growth
- Up to 30% improvement in customer loyalty
- Increases pipeline velocity by 10-20%

Key benefits:

- Gain the buyers perspective of the sales/buying process
- Boost close rates with BX data
- Coach your sales rep based on BX data

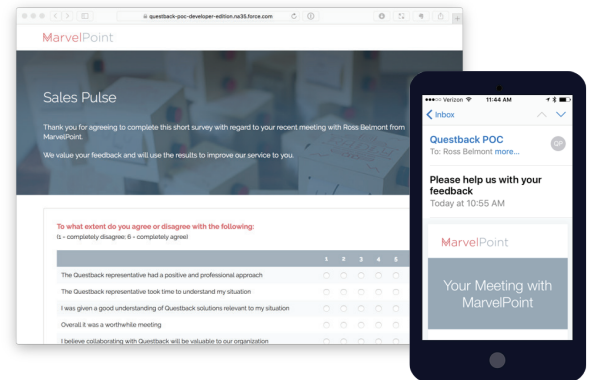
7 people involved to buy at a firm of **100 - 500**

79% of buyers say it is critical to interact with a trusted advisor, not just a sales rep, who understands *their* business

87% of clients do not believe sales understands their needs

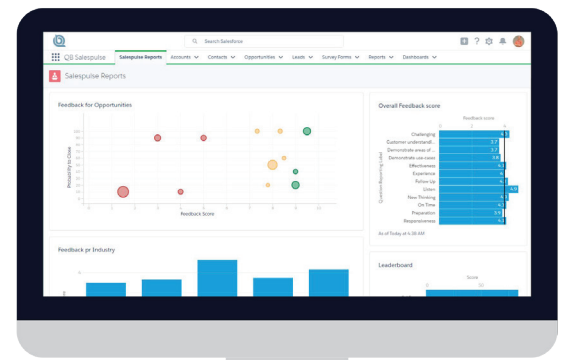
Sales Reps: Insight to drive your opportunities forward

- With QB Salespulse, gain instant insight into the buyers perceived value of the time, product, service, and collaboration of companies.
- Identify key decision makers earlier in the sales process.
- Combine sales feedback and metrics so the rep can make data-driven decisions about required actions to win specific opportunities and focus areas to salvage or maintain an opportunity or account.



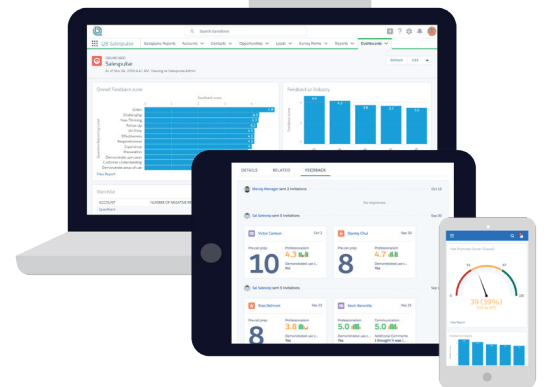
Sales Leadership: Coach your sales reps on their true strengths and weaknesses

- As a Sales Leader, you cannot be at every meeting or on every call; QB Salespulse allows you to be there virtually!
- Identify your Sales Reps' strengths and weaknesses as perceived by your potential customers.
- Make real-time business-critical decisions to maximize revenue gains.
- Promote friendly team competition with leaderboards based on buyer feedback and revenue.



Salesforce Admin: Drive adoption and increase insights into your Salesforce org

- QB Salespulse will help increase the adoption rate of Salesforce in your organization, adding vital insight essential for Sales Reps to win deals.
- Utilize Salesforce to administer sales meetings, coaching sessions, and sales cycles more efficiently and effectively throughout the entire organization from CEO to Sales Rep.
- Garner enthusiasm from the Sales Leadership about Salesforce with guided insight on how to win more deals.



Optimize Your Sales Team

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

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.

