

Saba Cloud for Salesforce

Develop your sales team directly from a leading CRM solution

Today's employees have high expectations for their organization's learning and development programs. Sales teams, as all teams, are looking for new tools and strategies to adapt to the new world of work, where they can continuously acquire new skills and expertise, easily collaborate with anyone in the organization, build stronger teams, and take control of their own career development. The Saba Cloud for Salesforce app delivers all of that directly from the Salesforce® solution.

Enabling your people to learn whenever and wherever they need to, leads to higher engagement, increased performance, and better business outcomes.



Learning on the road wherever sales initiatives lead

With the seamless integration of Salesforce with Saba Cloud, your Sales team can start a course in Salesforce, pause it, and pick it up where they left off with Saba Mobile on their tablet or phone. This means, learning does not need to stop when traveling to that next prospect and your Sales team can be ready with the specific knowledge they need to make that next sale!

Easy collaboration to close a deal

Using the online meeting features that come with Saba Cloud for Salesforce, including video conferencing, virtual classrooms, and webinars, your Sales team can quickly set up calls with anyone in or outside of the organization. This makes it easy to meet with who they need to share ideas, work out issues, and communicate information to help close a deal.

Stronger, more engaged Sales teams

Sales Managers have access to the tools they need to fully develop and coach their teams without having to leave Salesforce. They can assign goals and learning, provide feedback through impressions, set up onboarding programs, and initiate job requisitions. With this and more, Sales Managers can truly drive development, increase productivity, and enable their Sales teams to be successful.

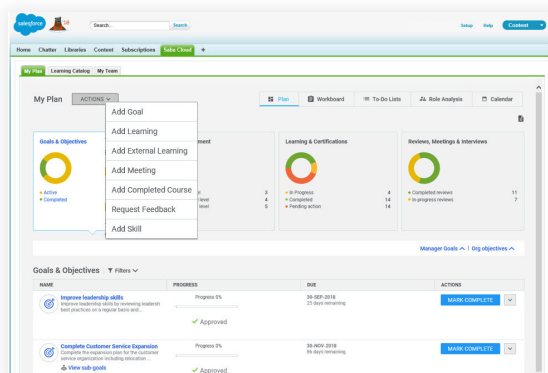
Career development for Sales

With all of your organizations learning available directly from Salesforce, your Sales team is empowered to take control of their own career development. Using To Do lists, they can build their career plans by identifying the skills to focus on, adding goals, and selecting the relevant training, certifications, and courses needed to meet their career aspirations and be ready for that next new role.

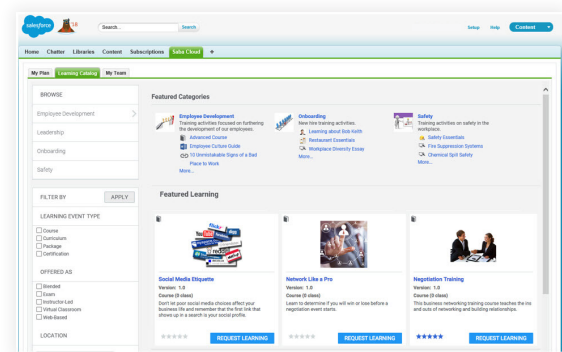
With Saba Cloud for Salesforce, everyone in Sales wins

Sales Reps

- Access all of their training and learning content
- Add new training, including external training and certification courses
- Create and manage their goals
- Schedule meetings or demos that can be recorded and referred back to
- Request feedback and complete reviews



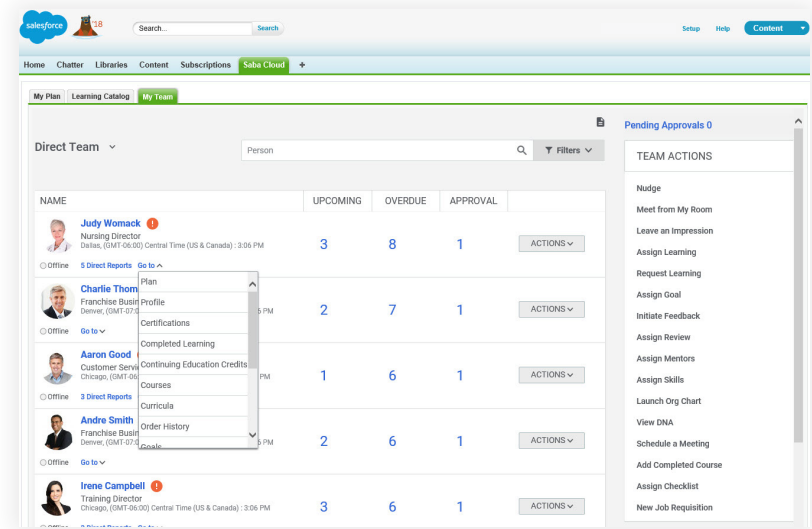
Sales Reps can easily see their goals and development progress and launch their learning courses or meet for quick collaboration.



Sales Reps can quickly browse and access all of the learning available to their organization and build out career growth paths.

Sales Managers

- Assign, track, and approve goals, learning, and checklists for their Sales Reps or team
- Provide and initiate feedback
- Complete performance reviews
- View the company's org chart
- Start new job requisitions
- Schedule check-ins, team meetings, and interviews



Sales Managers can continuously develop and coach their teams.



Get Saba Cloud for Salesforce today!
Look for it on the Salesforce AppExchange.

Your success starts here!

The Saba Experience:

- 📞 24/7 customer support
- 💻 Collaborative online customer community
- ⚙️ Value-added strategic services
- 👥 Regular user group meetings
- 🔧 Standard or customized implementation services
- 🎧 Dedicated customer success rep

Learning

Performance

Engagement

Recruiting

Workforce Planning



Every company says they want to engage, motivate and inspire their people. As we see it, the problem is not that they can't – it's that they don't have the environment that really enables their top talent to thrive. Saba creates that environment, with talent development solutions that put people and teams in the driver's seat of their own experience, while staying aligned to your business goals. And delivering deep performance insights that connect people to business success, like no one else can. [Saba. The Talent Development Company.](#)

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