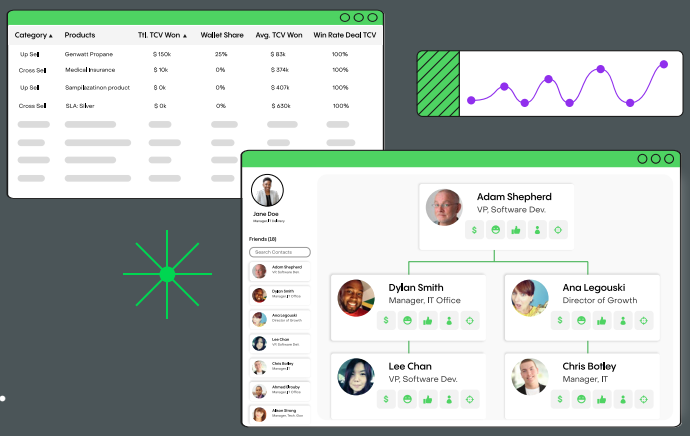
Account Growth

NextQuarter

Software that knows your accounts better than you do.

Next Quarter supercharges your accounts.



An AI-based account planning solution that identifies new opportunities, finds decision-makers and influencers, and suggests actionable steps for your Sales team to grow existing accounts.

Main Features

White Space

- Unlock hidden growth potential by examining your existing customer relationships.
- Our predictive analytics identifies the gaps with current customers to drive incremental revenue.

Relationship Intelligence

- Understand the key players within your accounts.
- With a click of a button, you can generate an AI-guided path to success.

Engagement Score

- A data-driven approach to understanding how engaged your sales team is with customers.
- Rank opportunities based on data, not opinion, with our proprietary weighted score model.

Guided Actions

- Allow your teams to be more productive by focusing on customer contacts that can drive decision-making.
- Our guided sales path is a communication matrix that sales teams can use to identify the target and key strategic account influencers.

Sub-Features

Risk Scoring

- Identify values associated with an account to ascertain the health of the account. (Values are configurable based on the organization's needs/desires)

Market Insights

- Get market updates delivered to you based on custom keywords, and users can create Salesforce opportunities against any insight.

Renewals

- Protect your revenue by identifying renewals at risk ahead of time. Create an opportunity, task, or reminder within an existing account to ensure you retain and grow your current customer base.

Separate add-on feature for Account Growth

Analytics and Insights

- Provides a view of key performance indicators (KPIs) of the user logged in and their direct reports. Users can toggle the view between themselves or choose a direct report and see that person's specific KPIs and direct reports.

Realized Results

70% improvement in adoption of account planning
50%+ faster account planning
25% increased account growth
22% increase in cross-sell/upsell

51%

51% of companies surveyed by CSO Insights indicated they needed a better account planning tool.

45%

45% of companies surveyed (by KPMG) produced revenue forecasts that were within 5% of actual revenue.

Visit nextq.ai for more information.