

TOP 5

UNKNOWN PRIORITIES OF SALES TEAMS AND CUSTOMERS

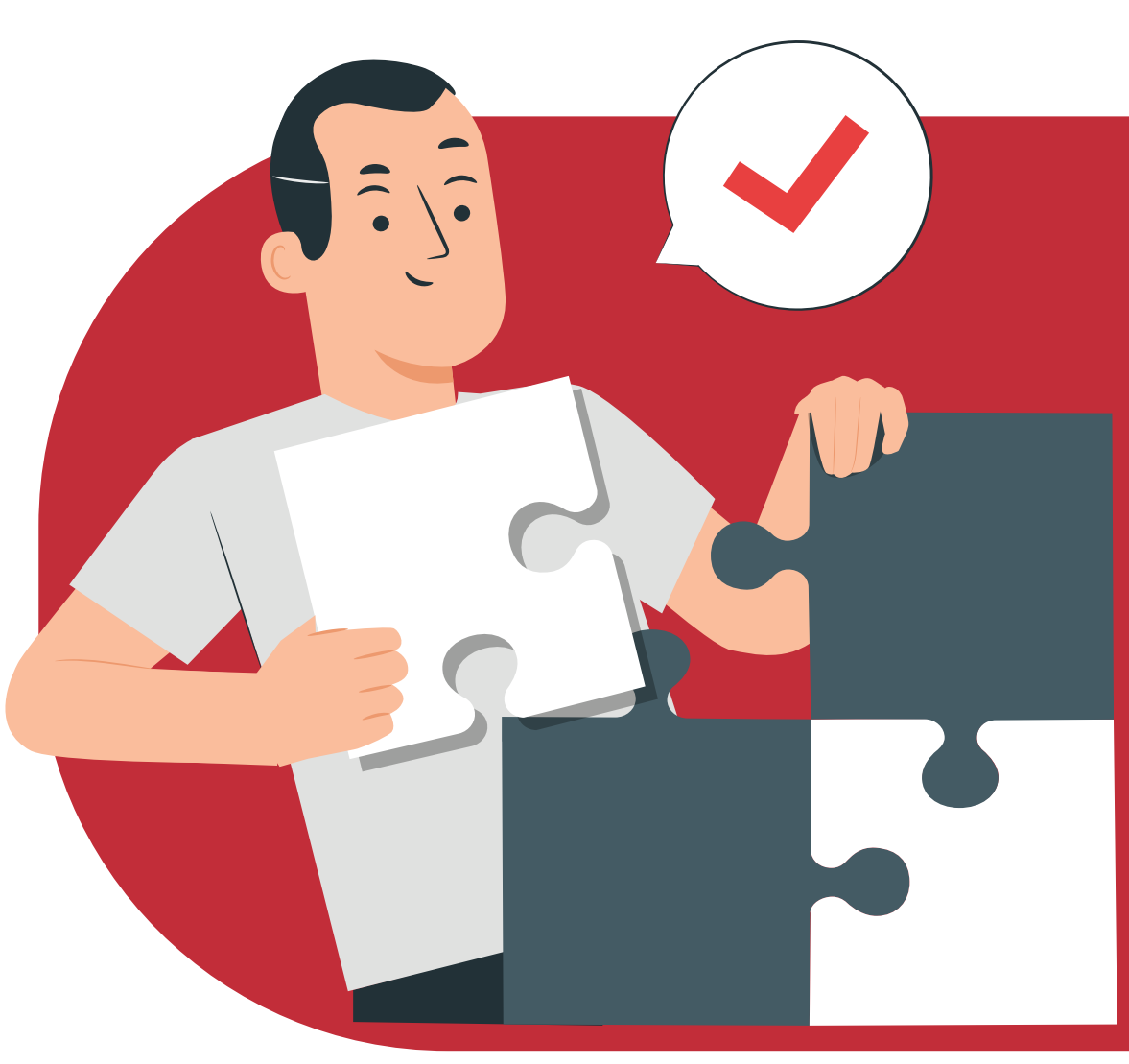


— A RESEARCH REPORT SAYS ON — — WHAT SALES TEAMS FOCUS ON —



70%
Improving
Communication
abilities

62%
Retention and
repeat business
strategies



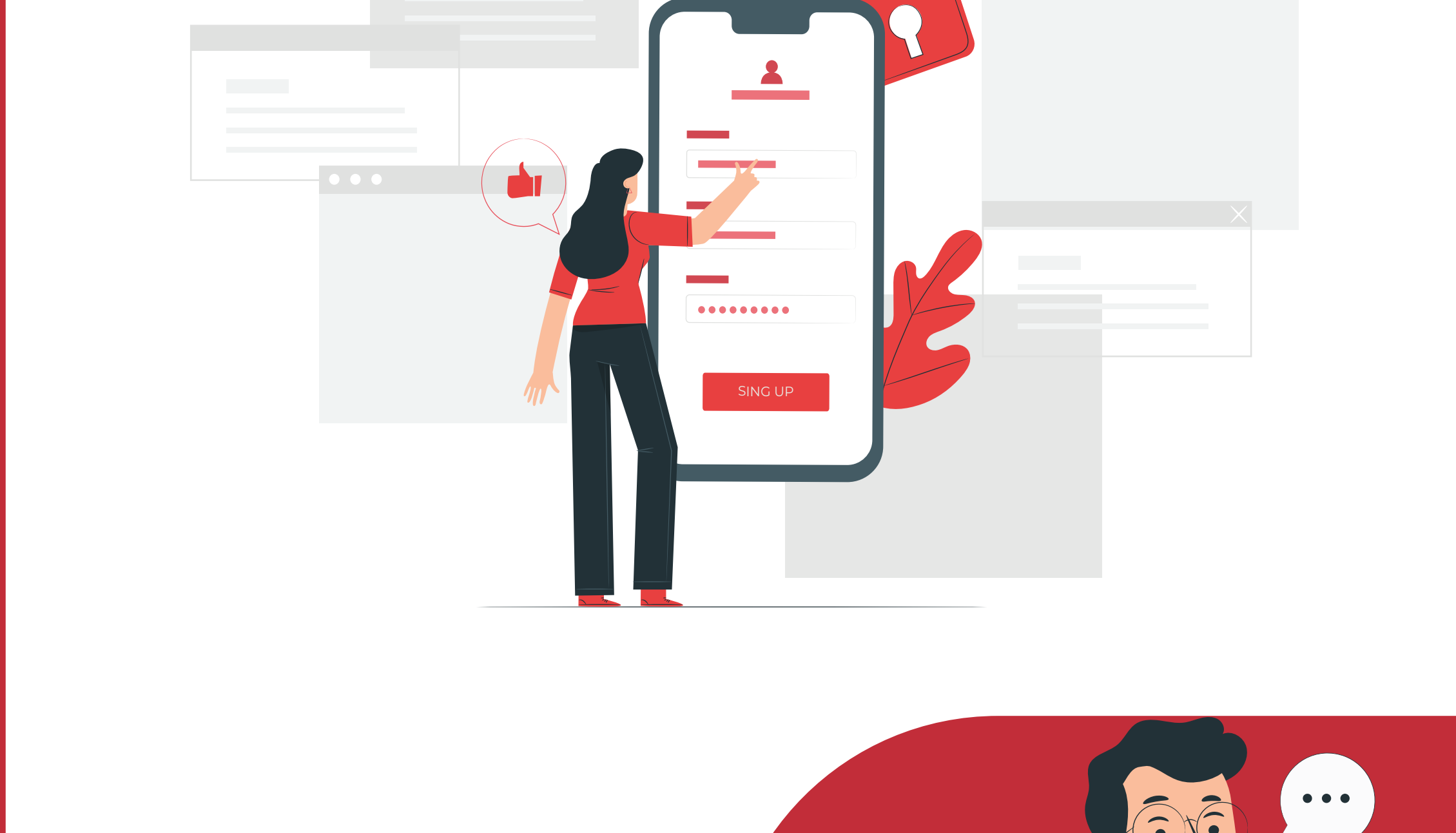
61%
Up - sell and
cross - sell
opportunities

56%
Better CX than
competitors



53%
Sales process
optimization

— ANOTHER RESEARCH REPORT — — SAYS ON WHAT CUSTOMERS — — REALLY FOCUS ON —



86%
guidance from
sales teams



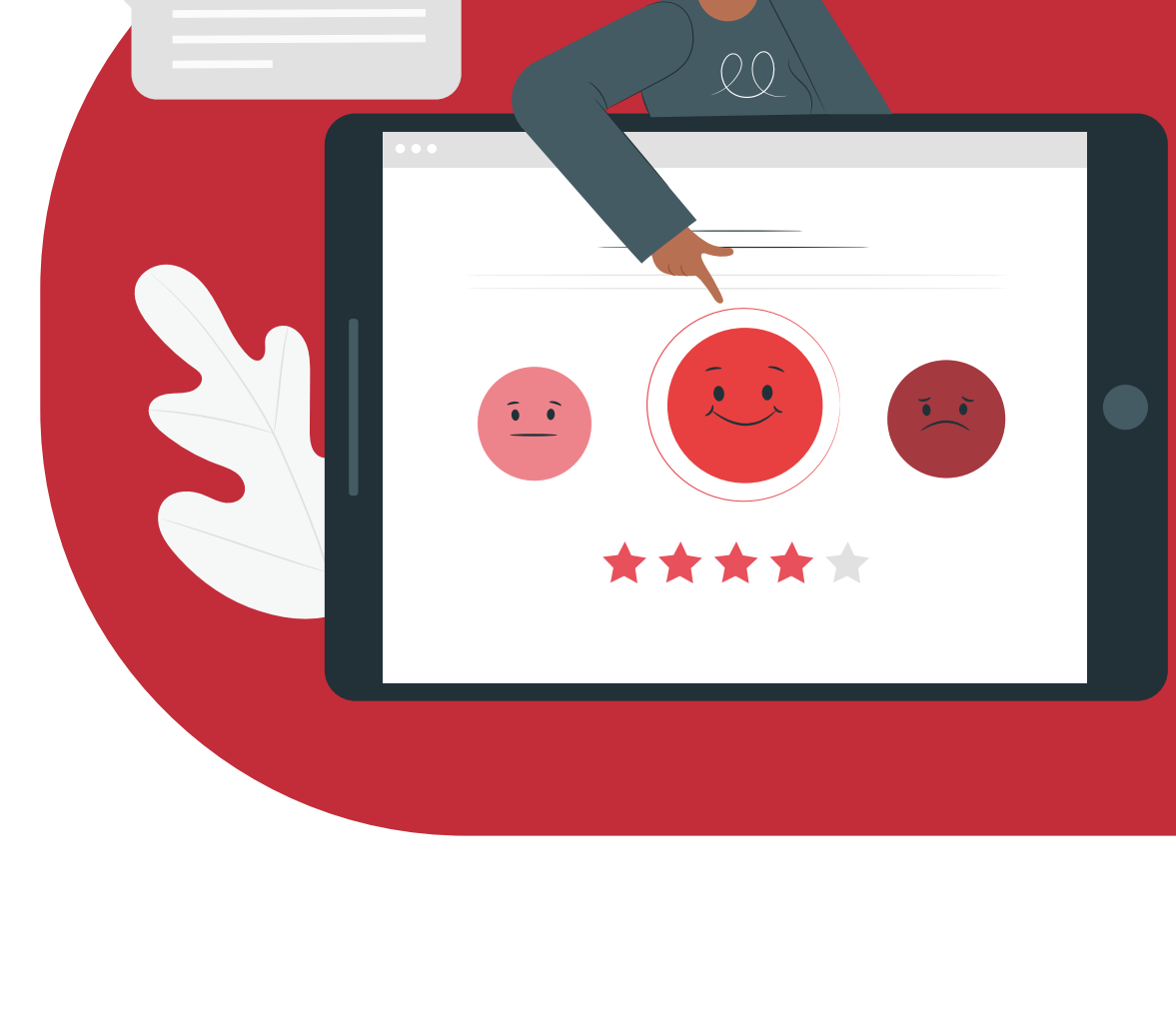
85%
Good business
knowledge from
sales reps

66%
Personalization



78%
Consistent
interaction

86%
Customer
Xperience



Source :
RAINGROUP
Superoffice