

ACTIVATE

We've developed this package to accelerate your organization's return on technology investment for your Salesforce implementation. Highbridge Sales Leaders work personally with your staff to optimize your pipeline with Salesforce - ensuring talent is developed, processes are implemented, and the platform is fully and accurately deployed. Benefits include accurate forecasting, actionability, increased close rates, reduced sales cycles, and increased revenue.

salesforce Partners

STAGE 1: FOUNDATION



salesforce

Build the foundational stability you need for pipeline accuracy, actionability, and monetization.

- Discovery** - identify current and desired states.
- Define** - identify requirements and KPIs
- Optimize** - develop staff and processes
- Deliver** - onboard and execute

STAGE 2: ADOPTION



Tackle the biggest challenges of your sales team, including:

- Accuracy** - data entry and reporting
- Actionability** - lead triage, tracking, and alerts
- Yield** - reduce cycles, increase conversions

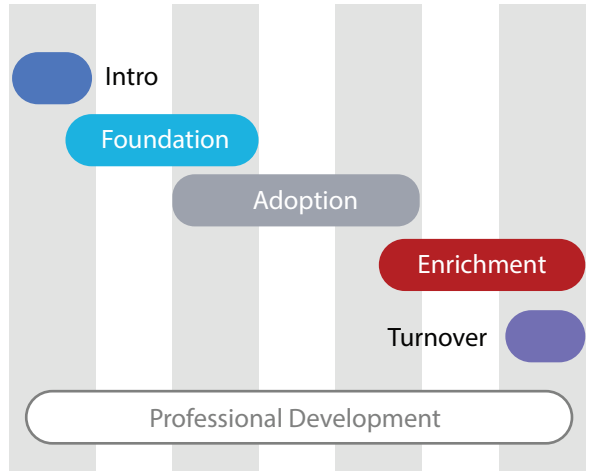
STAGE 3: ENRICHMENT



Benchmark and maximize your sales performance:

- Benchmark** - performance across competition
- Identify** - performance drivers and impact
- Nurture** - build your world-class sales force

OUR PROCESS



DETAILS

Pricing is dependent upon the size and complexity of your organization. Engagement requires an annual contract. Deliverables are fully defined in a custom SOW