



JOURNEYSALES

MEASURING CUSTOMER ENGAGEMENT

Bringing Science to the Art of Sales



Successful selling is about more than the activity level of the Salesperson. To drive revenue growth and sales velocity, what matters most is increasing the engagement level of your customers and prospects.

Smart Rooms from Journey Sales give your sales team the unique ability to bring prospects inside the world of Salesforce.com® and provide them with valuable content relevant to their buying process. As they learn and interact, you will be able to understand their digital body language and further customize your approach for effective selling.

The Smart Room Dashboard and innovative Engagement Index will transform the way you sell.

Journey Sales' Dashboards & Engagement Index:

- Illustrate Who is in the Smart Room; What content is viewed the most; and Where the buyer is in their buying journey.
- Indicate ways to adjust sales strategy and activities based on level of buyer interest.
- Bring more predictability and accuracy to your Pipeline metrics.
- Allow you to prioritize deals and identify at-risk accounts and whitespace opportunities.
- Are native to your existing Salesforce.com® user experience.



Engage your customers & prospects by providing everything they need in one unique experience.

For more information, please contact us: sales@journeysales.com & www.journeysales.com