



ALTIFY OPPORTUNITIES

Drive successful deal execution

Reinforce selling best practices to enhance customer relationships, gain insights, and improve deal qualification for predictable revenue at scale.



Driving successful deal execution and de-risking opportunities isn't easy... but it can be simplified.

ALTIFY / Qualification

Ancaster Engineering - 200 Enterprise Licenses

Overview Process **Assessment** Relationships Insights Actions

+ Add Competitor

	Altify	RK Strategies	Victor Tech
Is there an opportunity?	✓✓✓?/?	✓✓✓✓?	✓✓✓?/?
Can we compete?	✓✓✗✓/?	✓✓✓✗?	?✗✗?/?
Can we win?	✓?✓✓✗	??✓?✗	?✗?/??
Is it worth winning?	✓✓✓✓✓	✓✓✓✗✓	✗✓✓✓✓

Qualify deals with the highest potential for success

Follow proven best practices to ensure sellers focus on deals with the highest probability of success.

Harness methodology to de-risk opportunities and increase win rates

Maximize sellers time, resources and focus to boost deal sizes

ALTIFY / Test and Improve

Ancaster Engineering 200 Enterprise Licenses

Present Questions Vulnerabilities Recommendations Summary

Overview Process Assessment Relationships **Insights** Actions

Solutions	≡		Checks Feeds Roles Process
Obstacles		≡	Insights Recommendation
Initiatives	≡		Insights Recommendation
Pressures		≡	Question Vulnerability Recommendation
Goals		≡	

Facilitate action-oriented deal reviews

Identify gaps, vulnerabilities, and recommendations with insight and collaboration from a wider revenue team.

Surface the questions and recommendations that reveal the path to overcoming blockers

Assign follow-up actions and leverage the revenue team to win the deal

Winning best practices to qualify, plan and coach sales opportunities.

Altify Opportunities helps reinforce deal execution best practices through tried and tested methodology integrated into intuitive technology native in Salesforce.

Qualify effectively

- Focus resources on deals most likely to close
- Disqualify deals that are not worth winning
- Improve win rates

Identify relationship gaps

- Understand key players
- Document buying role and support status
- Identify influences and conflicts among the buying team

Align to buyer insights

- Uncover customer goals, initiatives, pressures, and obstacles
- Refocus sellers on buyer needs
- Share insights across the revenue team



Collaborate on deal reviews

- Structured and strategic deal reviews
- Uncover questions, vulnerabilities, and recommendations
- Leverage the whole revenue team to progress deals

Drive team accountability

- Track actions across the team
- Deliver real-time coaching and guidance
- Shorten seller time-to-revenue

Deepen pipeline visibility

- Highlight predicted vs. seller close dates
- Track deal progress, identify risks & bottlenecks
- View pipeline by sales motion

100% Salesforce native opportunity plans

- Methodology embedded in Salesforce
- Operationalize opportunity planning
- Win and retain revenue long-term



Unmatched deal execution to grow revenue.

Simplify how sellers elevate deal execution to maximize sales from your pipeline.



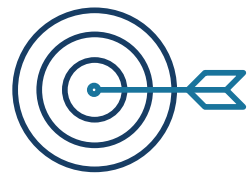
Selling simplified.

Strategy, methodology, and technology to help build trust and grow revenue, natively in Salesforce.



Potential simplified.

Increased focus helps elevate deal execution to maximize sales from revenue potential.



Success simplified.

Services to instill opportunity management best practices and behavioral change for success.



A deal review session in Altify allows us to unpack what we're hearing, challenge our assumptions, and make an actionable plan to pursue a deal.

Tim Foster

Former Director, Growth Success, Capita

45%

Less than half of sales leaders have high confidence in their forecasting accuracy.

3x

Companies with a defined sales process are 3 times more likely to increase revenue and outperform peers.

53%

Only 53% of organizations conduct sales strategy reviews.

Altify Accounts

Unlock growth potential

Altify Insights

Unleash the power of connections

Complement your sales tech stack with Altify's suite of Salesforce native solutions

Connecting Altify Sales Solutions fully enables simplified selling

- Altify Accounts
- Altify Insights
- Altify Opportunities
- Altify Sales Process

Selling Simplified

ACCOUNTS

INSIGHTS

OPPORTUNITIES

SALES PROCESS

Altify Sales Process

Accelerate sales cycles

Altify Opportunities

Boost deal size and win rates

Used by leading sales organizations around the world



GE HealthCare



AUTODESK



Honeywell



Ready to get things done?

Contact us to learn how Altify can help you create connection, clarity, and collaboration in every sales engagement.

[Request a Demo](#)

Altify is the Account Planning AI Cloud helping sales teams grow revenue by planning smarter.

Altify was founded on a core belief: strategic B2B selling puts the customer at the center. We know sales success isn't just about selling something—it's about creating mutual value, which demands a solid plan. Our mission is to shape the next generation of sales leaders. We equip revenue teams with proven methodology, strategy, and technology to foster a customer-first mindset that strengthens relationships and wins more opportunities. Altify is not just software, but rather full-service sales transformation, powered by software. Our expert team helps sales organizations build and scale successful, tailored methodology-backed programs, with wholistic support from sales strategy and training to technical implementation. We ensure long-term customer value, proudly helping the world's best sales teams deliver unparalleled results. See how Altify can transform your revenue operations at altify.com