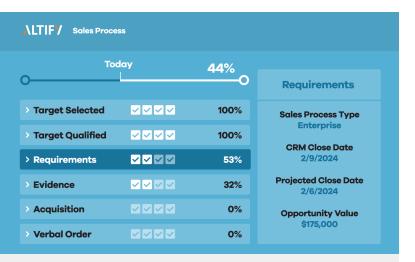**ALTIFY**

Accelerate sales velocity and deliver more predictable sales

Align sales process with customers' buying cycles, deliver greater pipeline visibility, and enable your sales team to win.

Improve sales velocity and forecast accuracy by mapping to the customer's buying cycle.

ALTIFY Sales Process

Today — 44%

› Target Selected	☑☑☑☑	100%
› Target Qualified	☑☑☑☑	100%
› Requirements	☑☑☑☑	53%
› Evidence	☑☑☑☑	32%
› Acquisition	☑☑☑☑	0%
› Verbal Order	☑☑☑☑	0%

Requirements

Sales Process Type
Enterprise

CRM Close Date
2/9/2024

Projected Close Date
2/6/2024

Opportunity Value
$175,000

ALTIFY TeamView

Team Member	Possible	Projected	Won	Amount	Total Count
Antonio Valdez	$200,000	$120,000	$55,000	$375,000	2
Brian Rice	$0.00	$700,000	$54,126	$754,126	3
Gary Greer	$28,800	$150,000	$28,000	$206,800	2
Judith Mooney	$67,890	$360,000	$55,000	$482,890	1
Totals	$296,690	$1,330,000	$192,126	$1,818,816	8

Brian Rice
Account Manager

Account	Stage	Amount	Status

Guide Sellers

Build an effective, repeatable sales process to your customers' buying cycles.

- Highlight predicted vs. seller close dates
- Deliver real-time coaching and guidance
- Access the right sales assets at the right time
- Shorten new rep time-to-revenue

Pipeline Visibility

Give sales managers a comprehensive view of their team's sales pipeline.

- Track deal progress, identify risks and bottlenecks
- View pipeline by sales motion
- Take action and coach to help close deals
- Collaborate across the revenue team

Altify Sales Process delivers predictability and repeatable sales motions across your entire revenue team

Align your sales process to customer buying cycles, support multiple sales processes simultaneously, and improve forecast accuracy with greater deal visibility.

Align to customer buying processes

Ensure sales cycles are matched to buying cycles across multiple selling motions.

Improve forecast accuracy

Surface opportunity data to objectively monitor deal risk and predicted sales cycle.

Enhance your teams' sales effectiveness

Shorten sales cycles, reduce deal slippage and increase sales team productivity.

The 5th largest deal in company history closed exactly on the day it was predicted eight months earlier. Sales Process Manager helped us see first-hand the accuracy of calculated close dates and value of having the knowledge built into our sales process.

JP Knapp
Country Manager UK, Vocera Communications

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.

1 in 10
Companies without a defined sales process have a 10% chance of being high performing.

ALTIFY

Altify Accounts
Unlock growth potential

Altify Insights
Unleash the power of connections

Altify Opportunities
Boost deal size and win rates

Altify Sales Process
Accelerate sales cycles

Selling Simplified

ACCOUNTS · INSIGHTS · OPPORTUNITIES · SALES PROCESS

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**

Used by leading sales organizations around the world

GE HealthCare   AUTODESK   aws   Honeywell   Johnson Controls

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