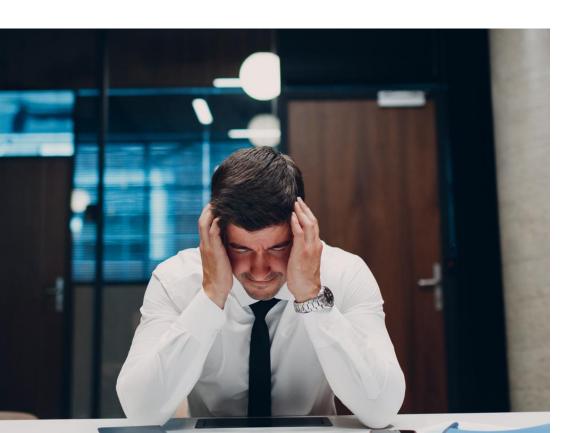
The Banks Growth Challenge

- Only 20% of an RM or Product Sales partner time is spent selling.
- Deals are taking longer to win.
- Sales growth is harder to achieve.
- Client research takes a long time.
- It is harder to find the person with the pain and problem to solve.
- It is difficult to find out who the decision maker is.
- It is hard to know what the next best sales move should be.



Unlocking CRM Sales Growth for Corporate Financial Services



- T- Target. Automatically generate a list of ideal clients to target.
- R- Research. Generate deep insights into target clients.
- A- Approach. Create personalised and targeted messaging for each client opportunity.
- N- Needs. Get presented with the best questions to ask to understand client real needs.
- S- Summarise. Automatically summarise the critical elements to secure deal success.
- F- Finalise. Auto-generate a compelling three stage pitch draft based on customer pain points.
- O- Obtain. The decision quickly and avoid deals stuck in 'no decision'.
- R- Realise. Onboard revenues promptly with smart implementation nudges.
- M- Manage. Automatically populate Strategic Account Plans with clear next steps.

Includes automatic completion of Strategic Account Plans to manage & grow existing business more effectively.

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- Al assisted sales to TRANSFORM Sales Growth
- Grow Existing Business Account Planning
- Win New Business Sales Execution
- > 5 X ROI
- > 10 X Faster
- Increase sales activity from 20% to 50%+
- Arm your people with the knowledge to win faster



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