

Veelo Basic: Find & Share

Close deals faster

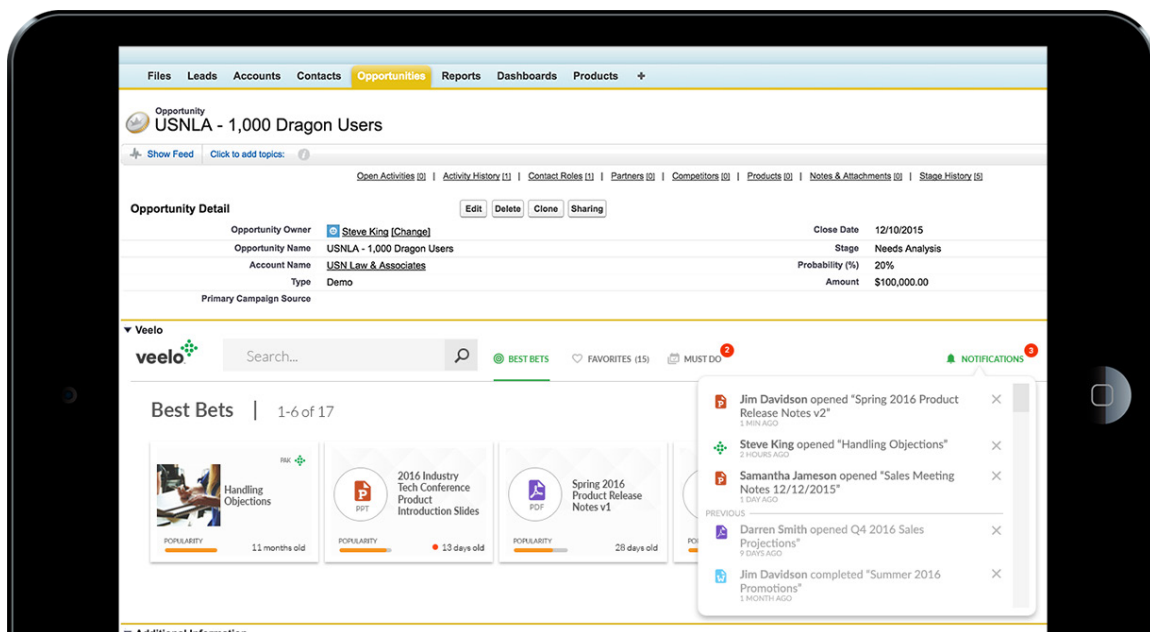
Provide the enablement your team needs at the moment it matters.

Equip your sellers with the ability to find and share approved content. Share content through the CRM, email or social media and instantly know when prospects engage with it for better follow-up. Easy to use and directly in your sellers' daily workflow.

65% of sales reps say they can't find content to send to prospects
56% of companies can't measure content ROI
 Only **18%** of organizations have a formal, closed loop measurement process

Know What Happens After You Hit Send

Prospect faster and close more deals by acting on real-time buying signals from your most engaged opportunities. Get visibility into how prospects interact with the content you share, and know when they're reading your email to promptly follow up. Automatically log sales emails and presentation views in the correct CRM record, real-time. Use the data to identify the best possible message for every step of the sales process.



Platform Overview

Guided Selling®

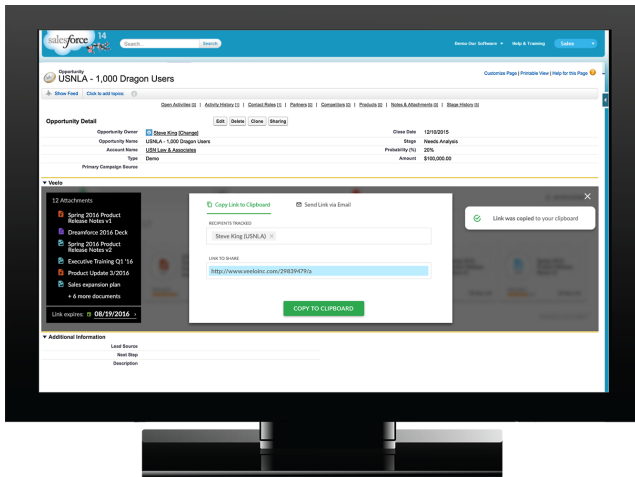
Eliminate time wasted on finding the right messaging and what to share. Guide sales reps with content and coaching recommendations delivered by product, vertical, sales stage, and more so they know what to say and how to sell on value. Learning algorithms continuously update content recommendations based on sales use, so your reps get contextually relevant marketing content at the perfect time in the sales process.

Content Sharing

Email files from Veelo or the CRM and get instant alerts and feedback when prospects engage with shared content. Field sales reps can create the perfect sales bundle and take it with them, even if they are offline. App available for both iOS and Android.

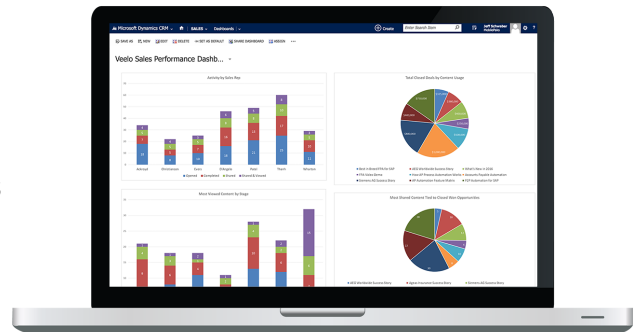
Content Management

Load files directly into Veelo or sync with existing content repositories such as SharePoint or Box. Manage assets, tag, track, and set permissions on what sellers can see and share.



Advanced Revenue Analytics

Know which content and messaging are moving deals through the pipeline and generating revenue. Compare content and coaching usage by deal closure. Coaching reports deliver insights into sales rep skills proficiency and coaching opportunities.



Demonstrate Tangible Content ROI

Don't guess what your reps are using, know. Veelo lets you see how sellers and prospects interact with your content. Track ROI and see which content moves prospects through the sales funnel. Maintain brand and message integrity.