

Veelo® Video Coaching Data Sheet



Upskill reps anytime, anywhere

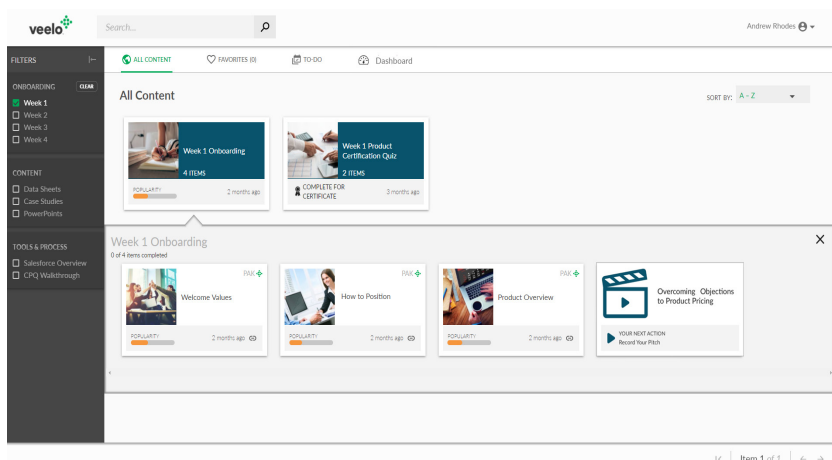
Use real-world practice to produce world-class sales athletes

Increase win rates
Improve cross-sell / upsell
Reduce turnover

Even world-class athletes continually practice and hone their skills to perform at their best. You should coach your sales reps the same way. But, according to AA-ISP, sales managers spend less than 20% of their time coaching. Veelo's video coaching makes this vital task quick and easy. Managers can create coaching assignments, quickly provide feedback, and share best practices across the whole team whenever and wherever they want.

Effective sales coaching can drastically improve win rates – in some companies, by as much as **25%**. - **Selling Power**

Almost **75%** of sales organizations waste resources due to informal coaching approaches - **CSO Insights**



Video Coaching Benefits

Create Better Sellers with Real World Practice

Build confidence and improve selling skills with real-world scenarios. From crisp delivery to handling objections, video coaching allows you to tailor your practice to meet your business needs.

Reinforce Sales Skills with More Frequent Practice

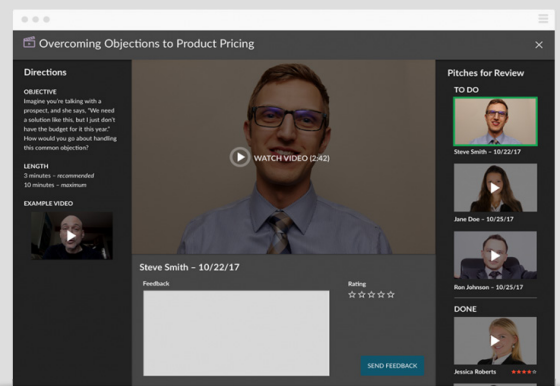
The average rep makes 6 attempts before submitting an assignment. Plus, creating assignments and recording videos are easy and take just minutes to complete.

Provide Feedback and Measure Improvement

Equip sales managers to provide ongoing feedback to reps. Keep them on message and monitor completion. Certify, identify skills gaps, and ensure sales readiness.

Upskill the Entire Team

Share the best of the best with the whole team so your reps learn from each other ... no matter where they are located.



Both Veelo Basic and Veelo Premium offer video coaching. Whether you need a training solution or a full sales enablement platform with content management, video coaching can improve your reps' selling conversations. Get the tools your reps need to win every time.

Contact us for a demo

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