Learn more about the state of sales training.

Outreach, Snowflake, and Uber Freight are all using Spekit. Some of the most innovative companies in the world, such as

Protect your investment in people, and ensure process and technology are working for you.

Enabling reps to sell more (at a lower cost) should be top of mind for all revenue leaders. This means getting the most value out of your processes and technology. That is precisely why protected income is paramount to success in a highly competitive market.

As a leader, you may be building a new game plan to navigate this new reality. Now is the time to arm your teams with the knowledge needed to prepare them and remove barriers to productivity. Pressure to execute and hit your numbers will be at an all time high. You need to do more with less. Increasing reps' call volume by 30% won't cut it. But adding

Economic Uncertainty

The Toughest Time to Be a Sales Leader is During Economic Uncertainty

Most of your reps have already forgotten what they've learned during onboarding, and quite frankly, a sizable amount of that training may be less relevant today. Managing change needs to happen now, before potential disruption.

We partnered with DemandMetric to conduct a study on how you can best address the rapidly transforming sales landscape.

Managing change needs to happen now, before potential disruption. Only 29% of sales reps say the rollout of new strategies

We get it. During times of economic uncertainty, we have to be shrewd when evaluating new solutions to help our team.

You're already spending a lot on software — Spekit ensures the ROI.

The total cost of ownership (TCO) for sales and marketing technologies (CRM, call center, workflow) is much higher for a technology that's used occasionally, versus one that's used every day.

Spekit is easy to use and requires no development resources (or coding) to get up and running. It requires zero additional IT or technology resources to get it and training is quick and effective.

The tool adoption rate for Spekit was 97% and fully operational in weeks. Most Spekit customers are proficient in hours, with zero need for additional IT or development resources to get up and running. Spekit is purpose-built to meet the needs of modern revenue leaders. It doesn’t just sit on top of your existing technology, it can tap into any web-based tool your revenue teams, especially in the midst of change.

Optimizing sales capabilities, decreasing time to value, and increasing productivity takes time and direction. At Spekit, we partner with Sales and Marketing leaders to create a fully implemented sales enablement strategy. This strategy is purpose-built to meet the needs of modern revenue leaders.

Here are some additional questions you should be asking yourself:

- What if I could trust my forecast 5% more effective?
- What if I could be 5% more effective?
- What would it look like if everyone is following the same processes?
- How much am I spending on tools right now?
- What if I could trust my forecast 5% more effective? What would it look like if everyone is following the same processes? What if I could be 5% more effective? No sales leader wants to know the cost of underutilization? How much am I spending on tools right now? How would I calculate the cost of underutilization? How much am I spending on tools right now? What if I could trust my forecast 5% more effective? What would it look like if everyone is following the same processes? What if I could be 5% more effective? No sales leader wants to know the cost of underutilization?

How are some of the top questions you should be answering so many ad hoc questions?

If they too weren’t answering so many ad hoc questions?

What could my enablement and ops processes?

How often do your reps spend 3–11 hours per week answering reps’ questions?

What is Spekit?

Spekit is the non-disruptive way your reps will learn effectively and quickly.

Are you confident every rep knows the “game plan”? If you’re not sure how to ensure your entire sales team knows what they need to know, we can help. Spekit guarantees your sales team will learn the new game plan and be laser-focused and work smarter. How you prepare them and remove barriers to productivity is in your control.

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