

Challenge 1

Too many tasks, not enough selling

Challenge 2

Rigid and disconnected ways of working

Challenge 3

Siloed teams and info hinder success

**Boost sales productivity
with Slack Sales Elevate**



Meeting the same challenges? Click to find out!

Slack Sales Elevate: A tale of two sales leaders

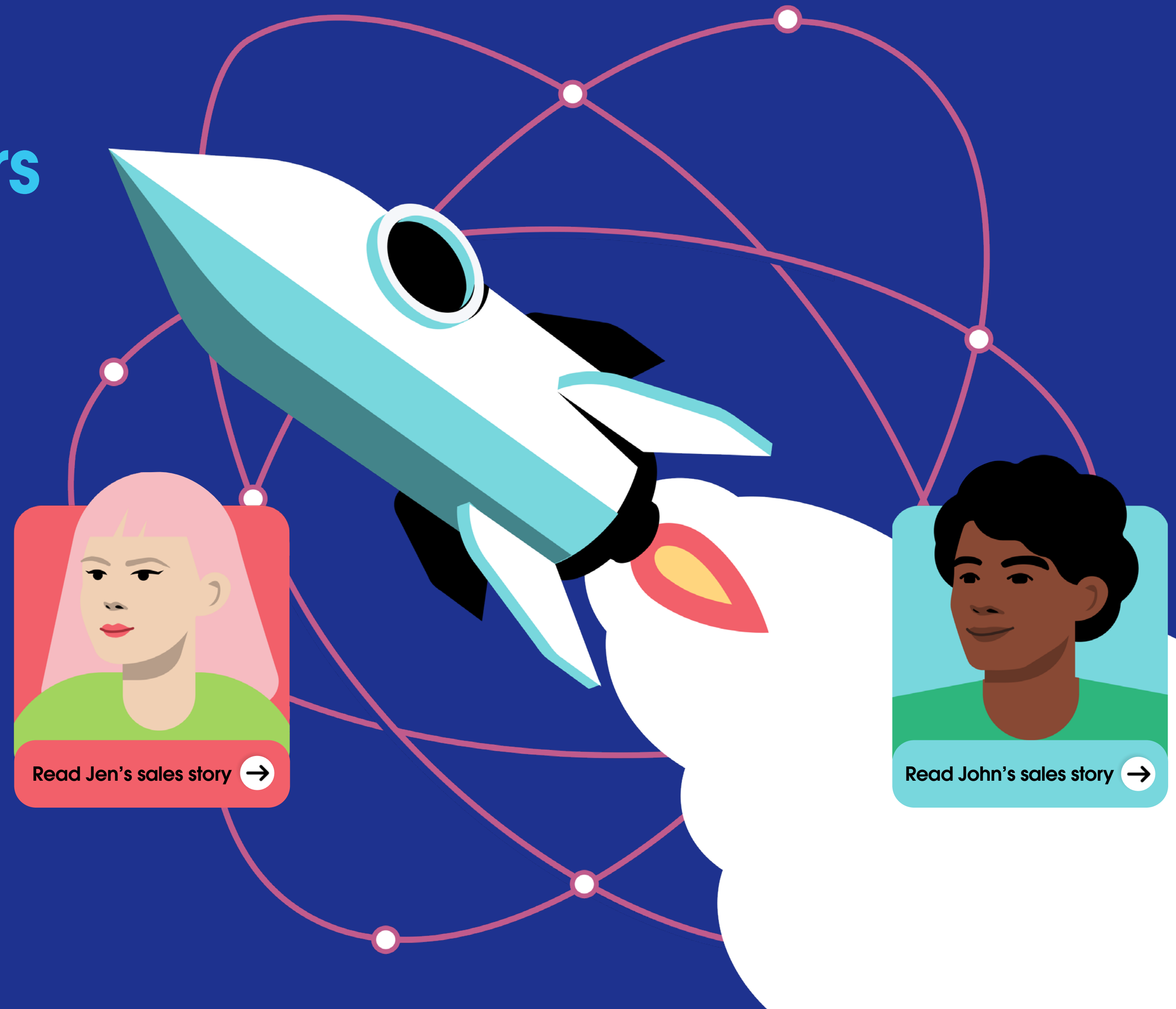
Sales productivity is what drives a business forward – but, teams are meeting unprecedented challenges, with 69% of reps finding their job harder than ever. However, those who embrace innovation are simplifying sales, hitting revenue goals and reducing the manual task load.

That's where Slack Sales Elevate comes in. It's the next step to staying ahead of the game with tools and automation that streamline work so sales teams can sell faster and close deals together.

But while some embrace an upgrade, there are those who are resistant to change...

Meet our two sales leaders: John and Jen

Both are leading sales teams at enterprise-level organisations, with similar goals and KPIs – but they differ in one important aspect, **productivity**.





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Read Jen's sales story →

Meet John, a sales leader struggling with low productivity and overwhelmed by clunky admin tasks. His targets feel out of reach, and his team's morale suffers due to outdated methods and inefficiencies.

He knows there must be a better way, but finding the right solution has proven to be a challenge.



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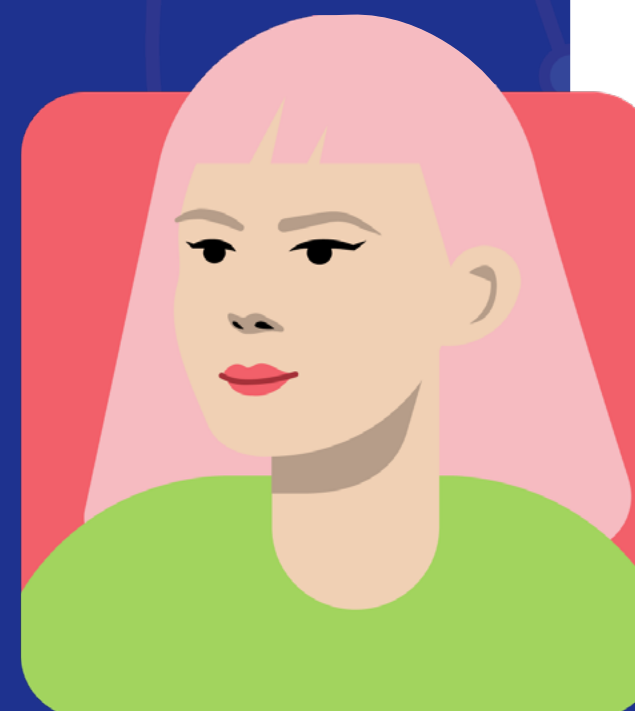
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Meet Jen, a sales leader aiming to boost her team's productivity by closing deals faster and staying focused. She wanted a single platform to streamline tools and ensure efficiency.

Knowing what she wants to achieve, she saw this as the perfect opportunity to introduce Slack Sales Elevate.

Let's take a look at the typical challenges our reps run into...



Read John's sales story →

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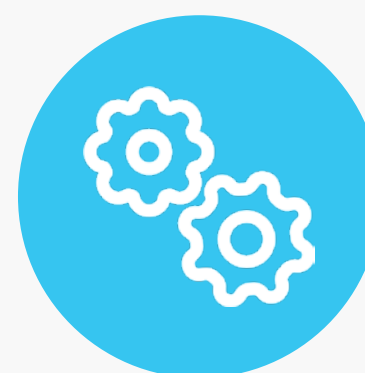


John is a sales leader who handles everything manually, from evaluating leads to entering data, making him great at juggling tasks but struggling to close deals at speed.

Spends 72% of his time on time-eating admin tasks instead of selling

Uses about 10 different tools to close deals and context switching elongates that process

Can't track deals in real-time with account-related information scattered across platforms



Jen on the other hand has left juggling to the circus. She's accelerating deal closures with Slack Sales Elevate, automating tasks to save valuable time. This efficiency leads to 15% faster sales cycles, allowing her to focus on adding business value.

Uses automation to reduce admin overload and focus on selling

Uses Workflow Builder to consolidate all of her tools into Slack, saving time on toggling between platforms

Integrates with Salesforce CRM to keep all deal info in one place and track their progress

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Rigid and disconnected ways of working



John is tied to his laptop and can't work from his phone, slowing deal closures and hindering communication. His siloed team struggles to get quick answers or access needed info without him.

Doesn't always know what's happening in the business and can't act quickly act upon it when he does

Often needs to play catch-up with customer meeting notes, scrambling to manually enter them later

Can't easily reach his team for advice, inconveniently bouncing between communication tools while on the move



Jen uses Slack Sales Elevate to stay productive anywhere, on any device. She pushes deals forward, records updates instantly, and gets team advice in Slack channels, keeping her in the loop even on the go.

Moves deals forward from anywhere on any device with CRM access from Slack.

Quickly adds customer meeting notes on the go, saving 76% on time updating opportunities.

Has insights at her fingertips on her mobile and gets instant team advice straight from Slack

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John's team effort in closing deals is hindered by disjointed emails and info silos. Without the latest tools, they struggle to guide newcomers, share insights, and move prospects, leaving John feeling constrained.

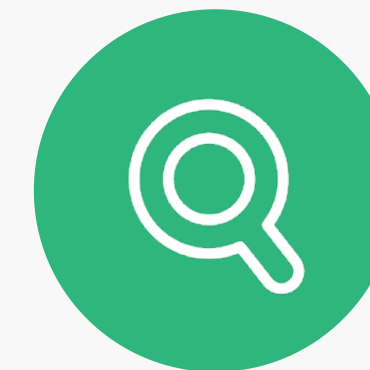
Struggles with team selling because poor deal visibility turns their collaboration into a game of hide-and-seek.

Manually gathers and interprets the data he needs to get deals over the line – which can be time-consuming and error-prone

Can't see how close the team are to hitting goals and KPIs, leaving everyone unmotivated and missing opportunities to improve



Team is aligned on deals with transparency and instant account updates through real-time notifications and custom alerts



Uses record-mapped channels to access the right data and collaborate on deals from the most up-to-date account and opportunity records



Makes continuous progress with a KPI dashboard that keeps the team on track with automated notifications



Jen's team excels with Slack Sales Elevate, unifying files, stakeholders, and data with seamless, searchable conversations and no silos. New members adapt quickly, and cross-functional work is streamlined with custom keyword notifications, making them a well-oiled sales machine.

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Slack Sales Elevate is built specifically for sales teams to boost productivity and lessen the manual task load. Our new sales tool seamlessly integrates Salesforce Sales Cloud and Slack to bring together the right people, processes, and real-time CRM data into one powerful experience.

Since launching Slack Sales Elevate, users have seen an immediate impact:

76% of users say Sales Elevate has
made them more productive

Are you feeling John's struggle with outdated systems and clunky admin tasks?
Do you aspire to be more like Jen, boosting productivity and closing deals faster?

Then you won't want to miss our latest webinar, curated for sales leaders like you who want to unlock team-wide productivity! Learn how Slack Sales Elevate can transform your sales team, streamline workflows, and drive business success.

We'll show you how to:

- **Boost Productivity:** Discover how to automate tasks and focus on closing deals.
- **Improve Collaboration:** Learn how to keep your team aligned and informed with real-time updates.
- **Integrate Tools:** See how to consolidate your sales tools into one efficient platform.
- **Streamline Strategies:** Get actionable tips to supercharge your sales motion.

Take the first step toward a more productive and successful sales team!

[Watch now →](#)