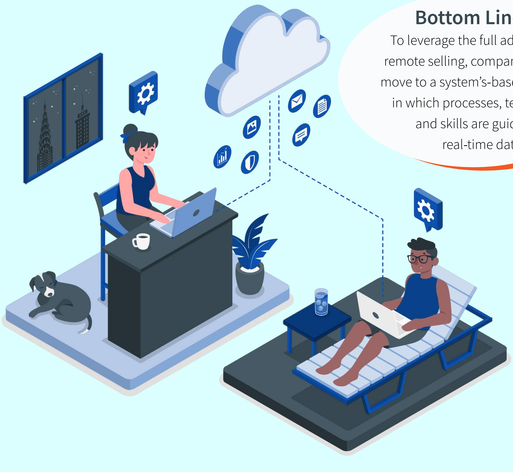
HOW TO

Maximize Remote Selling *in Enterprise Sales*



Bottom Line:
To leverage the full advantage of remote selling, companies need to move to a system's-based approach in which processes, technology, and skills are guided by real-time data

The Impact of Remote Selling

1. **28.5% → 40%** increase in **Win Rates**

2. **Days Between Meetings** decreased **12.5 → 10 days**

3. **150 → 100 days** decrease in **Sales Cycle**

= puts companies in a postion to gain **Market Share** in a crisis

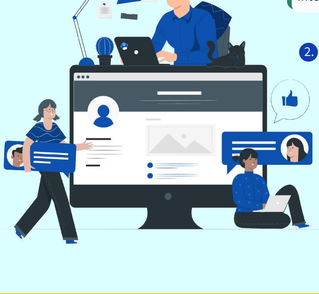
Asynchronous Selling Makes an Unparalled Impact

Meetingless interaction that allows both the seller and buyer to review shared content at their own convenient time

Seller can record a video of a customized demo to be shared with the buyer's organization

Allows for sharing documentation such as proposals and lets the buyer provide comments

New Generation of Remote Selling Tools
will assist in:



1. Standing apart from competition by giving the buyer an engaging and interactive buying experience
2. Grabbing your prospect's attention and staying connected
3. Providing visibility of your deal with insights on your prospect's level of engagement

Tips to Maximize Remote Selling

3 Suggested Actions

- Standardize your sales process by combining online meetings with asychronous selling
- Use the latest advances in tools such as AnnexQ as a force multiplier
- Earn the buyer's trust by providing transparency and utilizing a team selling approach

AnnexQ

Click **HERE** to request more information or email us at **info@annexq.io**

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Infographic Designed by Grace Tran

Sources

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