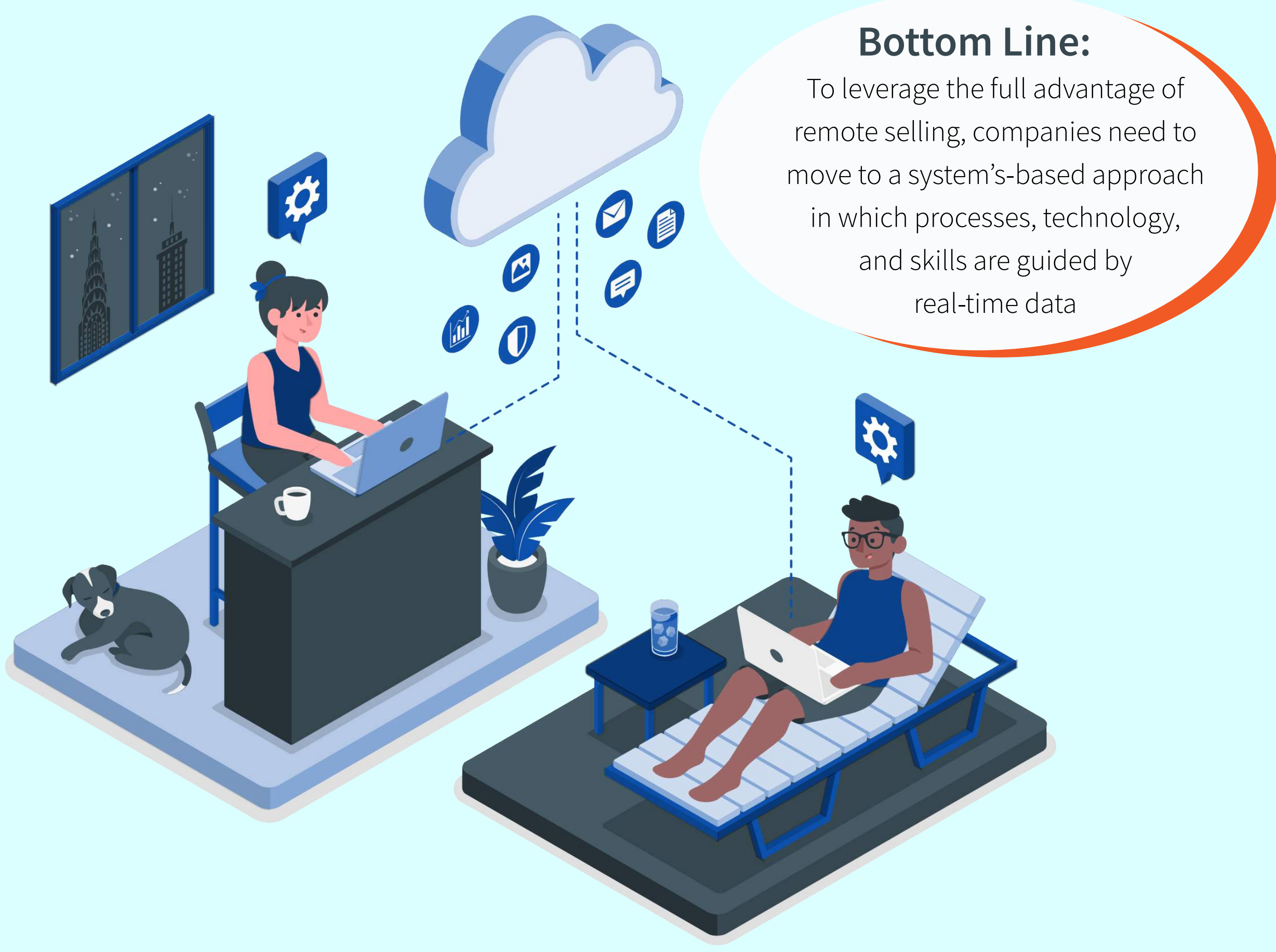


HOW TO Maximize Remote Selling in Enterprise Sales



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 position to **gain Market Share** in a crisis

Asynchronous Selling Makes an Unparalleled 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 asynchronous 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



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

- www.annexq.io
- @annex_q
- @annexq
- @annexq

Infographic Designed by Grace Tran

Sources

- Van Der Kooij, Jacob, J., (2020), The Impact of Remote Selling on Enterprise Sales, *Winning By Design*, 23, (April), 1-14
- Frankwick, Gary, L., Porter Stephen S and Lawrence A. Crosby, (2001), Dynamics of Relationship Selling: A Longitudinal Examination Of Changes in Salesperson-customer Relationship Status, *Journal of Personal Selling & Sales Management*, 2(Spring), 135-146
- Healy, Marily, Hasting, Kathleen, Brown, Les and Michael Gardiner, (2001), The old, the new and the complicated - A trilogy of marketing relationships, *European Journal of Market*, 1/2,182-193. Sales & Marketing Management Online www.salesandmarketing.com, The Cost of Doing Business

Art Attribution

Illustrations by: Storyset.com
Icons by: Flaticon.com