# Build Repeatable Sales Processes

Sales Process Manager guides sellers to follow a structured, proven sales process that improves their ability to deliver a winning outcome for both the seller and the customer. Based on proven industry templates and configured to your business, Sales Process Manager is a visual representation of your sales process, with links to the right content and tools your sales people need to move opportunities through the sales funnel.

With the TeamView function, Sales Managers are provided a comprehensive view of their pipeline and progress of each deal across their team, enabling them to quickly identify any potential risk, and help guide their team to progress key deals.

Following a structured process has a dramatic impact on the accuracy of your sales forecast and helps you accelerate your sales velocity with a more predictable, scalable sales organization.

34%
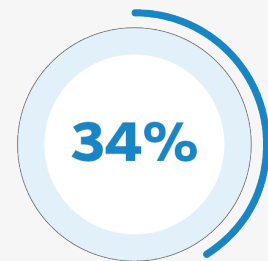
Implementing a structured and proven Sales Process increases quota attainment by 34%.

75%
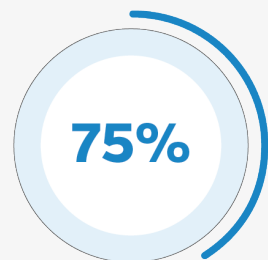
Sellers with a sales process in place have on avg. 75% forecast accuracy vs. only 37% accuracy with no sales process.

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> **The 5th largest deal in company history closed exactly on the day it was predicted eight months earlier. Sales Process Manager helped us see first-hand the accuracy of calculated close dates and value of having the knowledge built in to our sales process.**
>
> **JP Knapp**, Country Manager UK, Vocera Communications

You know your Sales Process works when...

+ Selling is mapped to your customer's buying process

+ You understand your customer's business

+ High percentage of your sales reps achieve quota

+ You have short ramp-up for new hires

+ Your resources are applied to the right deals

+ You have a common sales language

+ Your Sales Process is integrated with Salesforce
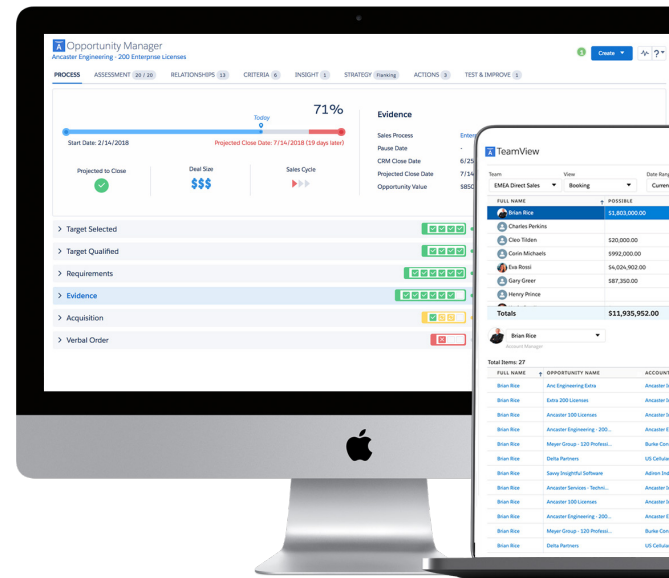
Who We Work With

About Upland Software

Upland Software (Nasdaq: UPLD) is a leader in cloud-based enterprise work management software. Upland provides four enterprise cloud solution suites that enable more than one million users at over 9,000 accounts to win and engage customers, automate business operations, manage projects and IT costs, and share knowledge throughout the enterprise. All of Upland's solutions are backed by a 100 percent customer success commitment and the UplandOne platform, which puts customers at the center of everything we do.