Buying and selling have changed overnight. Sales leaders and ops teams are struggling to keep pace with change. According to McKinsey, 96% of businesses have already changed their go-to-market motions. Unfortunately, only 29% are able to completely adapt to the changing conditions. In short: Sales processes aren’t changing fast enough to keep up with the market.

So how can you navigate all this disruption? The keys are visibility and flexibility. Sales leaders need visibility into customer and business trends to make the right decisions. Then they need flexibility to adapt their processes and resources to meet changing demands.

How to Scale Up Your Processes

Salesforce empowers sales leaders and operations to quickly adapt to any market condition. We don’t know what the future holds. But we know these tools will help you scale up for whatever comes next.

Sales Force Automation
Build a 360-degree view of your customers on one platform. Design, automate, and adapt any business process with drag and drop simplicity.

Salesforce Maps
Eliminate manual sales planning by seamlessly running multiple scenarios. Automatically balance and roll out streamlined territories with clicks, not code.

Sales Cloud Einstein
Leverage machine learning to create accurate forecast and get insights behind the prediction.

Tableau
Hit the ground running with actionable data analysis in minutes by visualizing data from any source.

Salesforce Anywhere
Collaborate in workspaces directly from inside Sales Cloud to track opportunity notes and develop closing plans.

High Velocity Sales
Help reps quickly adapt by scaling best practices across the entire sales cycle with sales cadences.