



# Voze Sales Engine

## Drive Growth Your Way

Instead of working around sales software, the Voze Sales Engine is the tool you can control to **drive growth**. Voze processes data, provides insights, and drives the right behaviors to get your desired results.



### Right Behavior

**What behaviors are you looking for from your reps?** With the Voze Sales Engine, you can help your reps improve their follow-up and meeting planning, make their daily routine and travel effortless, and speed up communication on questions and service requests within your team and with your customers. All to grow a strong sales team, gain a competitive edge, and build long-term loyalty with customers.



### Right Product

**What products are you excited to drive?** Maybe you have products that are up (or down) in revenue, more profitable, easier to service, lead to more expansion, overstocked, or part of a strategic partnership. Whatever the reason, through Voze you can nudge your sales reps with reminders and easy-to-share sales materials. You can also see who's talking to which customers about the promotion, get feedback from buyers and reps, and track improvement in that product's sales.



### Right Buyer

**Which companies are you motivated to sell to?** Some buyers are better for growth and long-term success. Maybe it's customers or prospects with higher or lower sales, ones in specific industries or locations, those who are rarely visited, or even paid leads. However you want to grow, the Voze Sales Engine helps guide your reps to the right accounts to go after. At the same time, you can track which accounts have been visited, how often, what the response was, and the sales results.



# Voze Personal Assistant Your Reps Tool That Gets Used

**How many of your sales reps use your sales software today?** Most sales software only gets used by 29% of reps, but Voze averages 74% adoption with our customers. Voze is the tool your reps actually want to use. It takes admin work off their plate, keeps them organized, and helps them close more deals.



## Meet Reps Where They Are

**Are you missing insights because your reps don't use the tools?** Most sales software requires sales reps to jump through hoops. Voze keeps it simple. Reps take notes the way they want – recording their voice, snapping a photo of their notes, or typing them in – all in seconds. This means you get more visibility into what's happening and how you can support and coach your reps.



## 1x Effort for 10x Value

**How often do your sales reps complain about sales software?** The more admin work they have, the less time they spend selling. Voze makes it easy for reps to collect notes without the hassle. No more spending hours after work typing up details or forgetting key information. Voze handles it for them – creating companies, contacts, notes, follow-up tasks, and reminders. It even sends notes to other users so reps can focus on what they do best: selling.



## Reps Sell More

**How many leads are slipping through the cracks?** Voze helps your reps stay on top of follow-ups with simple reminders and notes from their last conversation, so they walk into meetings ready to go. Using Voze, these reps can quickly send questions and notes to co-workers to get answers and take care of customers better and faster than the competition. Voze also helps reps focus on the right accounts, find new leads, and plan their travel to make the most of their day. It's like a helpful friend, guiding them to the right decisions – and more sales and cash in their pockets.