

“ Better forecasting accuracy with highlighting of at-risk deals that have low opportunity scorecard scores. The implementation of the sales qualification framework (MEDDPICC) helped us better qualify our prospects.

— Manager of Operations (Sales/Marketing), Small Business
Computer Software Company

Source: Manager of Operations (Sales/Marketing), Small Business
Computer Software Company

people.ai

TechValidate
by SurveyMonkey

✓ Validated

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