



Learning, coaching, content, and buyer engagement, all in one place

Enabling reps to win deals and create loyal customers



Customer-facing teams must be experts - in their fields, products, services, and in their buyers - but it's harder than ever

More than 80% of buyers expect reps to be informed about their businesses, industries, markets and roles.

But it's hard for reps to meet or exceed these expectations.

Today's "status quo" training and coaching isn't driving results. Reps are unprepared for customer interactions due to poor onboarding, and they lack the skills and tools to effectively engage with customers, while enablement teams struggle to understand the impact of training and coaching on business outcomes.


The solution


Seismic empowers customer-facing teams to onboard faster, win more deals and create more loyal customers with content, learning, coaching, insights, and buyer engagement in one platform.


Accelerate readiness and quota attainment with real-life practice scenarios and holistic skill assessments, and develop more impactful enablement programs by surfacing approved and up-to-date content alongside learning and coaching plans.


And, understand and optimize the impact of learning and coaching on customer-facing metrics through intuitive analytics dashboards.


A single place to:

 Manage, customize and curate content

 Shorten ramp time

 Accelerate readiness and quota attainment

 Coach and upskill reps

 Measure enablement impact

Purpose-built for the entire enablement journey



Manage, customize, and curate content

Ensure reps are using the most up-to-date content by managing content in one place, while keeping master files intact and compliant through version control and audit workflows.



Shorten ramp time

Drive individuals to competency quickly and scale team performance through real-life audio and video practice scenarios, chat conversations, support tickets, screen recordings, and more.



Accelerate readiness and quota attainment

Curated content discovery experience surfaces relevant content, assignments and lessons, while just-in-time enablement solution delivers self-service, bite-sized answers in the daily flow of work to help reps find accurate information from wherever it lives.



Drive more impactful enablement with powerful insights

Rich dashboards tied to CRM data surface the impact of training on win rates, quota attainment and buyer engagement, while holistic enablement analytics uncover reps' engagement with content, satisfaction with lessons and social selling activity. Discover enablement opportunities and quickly fill knowledge gaps.



Develop winning teams and upskill reps with holistic coaching programs powered by AI

Build high-performing teams through practice sessions that leverage AI to provide reps with feedback on filler word usage, keyword accuracy, speaking pace, and confidence level.

Results

\$3.2M+

Efficiency savings due to increased rep productivity



Increasing rep productivity through content management, social selling, learning, and coaching.

100%

Adoption of self-service onboarding



Supporting growth by creating the PROS Revenue Acceleration Platform for GTM onboarding, enablement content, and tools.

50%

Decrease in new hire ramp time (from 12 to 6 weeks)



Revolutionizing onboarding of a globally distributed team and delivering a better customer experience.