3 ways that Viva Sales improves productivity and gets sellers back to what they love—connecting with customers.

Sellers like to focus on the activities they value most: They want to set goals, connect with customers, and build strong relationships, not spend time on data entry.

And to be as successful as possible—and to help their sales organization succeed—sellers need to capture and keep up-to-date customer engagement data, all while staying in the flow of work.

Viva Sales can help.

1. Cut the forms
Viva Sales automatically collects data from all Microsoft 365 apps across every customer touchpoint, so sellers don’t have to enter data manually. Skip the data entry with Viva Sales.

2. Connect the data
Viva Sales gives you Conversation Intelligence in Teams calls, automatically including an executive summary, call transcript, and helpful KPIs like average talking speed and talk-to-listen ratio. Get actionable insights in real time with Viva Sales.

3. Crush the sale
Viva Sales delivers AI-driven recommendations that create a better seller experience and optimize follow-through for more sales. Know the next best action with Viva Sales.

Want happier sellers and more sales?
Learn more about Viva Sales >

Microsoft Viva Sales
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