Microsoft Sales Copilot: 1-Hr Briefing

Partner with our experienced team to explore how Microsoft Sales Copilot can provide a more intelligent selling experience and supercharge your CRM investment.

Slalom is a leading consulting firm specializing in technology and business transformation, we can help you harness the power of Microsoft Sales Copilot to improve collaboration, increase insights and maximize the time your salespeople spend with customers.

Microsoft Sales Copilot is a powerful companion toolset that enables sales teams to work smarter and sell more effectively. By meeting sellers where they work and reducing friction in their day-to-day tasks, Microsoft Sales Copilot helps your team to be more customer-oriented and less bogged down by manual data entry and note-taking. In addition to time savings, Microsoft Sales Copilot empowers your team to make informed decisions and prioritize leads and opportunities based on data-driven recommendations. With the added power of AI, Microsoft Sales Copilot provides real-time insights into customer sentiment based on seller interactions, coaching on appropriate next steps and will even support the creation of materials and responses to client inquiries.

Ultimately, Slalom believes that Microsoft Sales Copilot will improve adoption and data quality through a combination of streamlining and automating sales activities, enhancing collaboration and providing intelligent insights and content that help sellers close the next deal.

Purpose:

This briefing is designed to:

- • Discuss your sales operations and seller's user experience to identify pain points and challenges

- • Understand your sales objectives and goals and align them with Microsoft Sales Copilot capabilities

- • Discuss preliminary KPIs related to seller productivity, insights, adoption and data quality to further product evaluation

- • Provide a preliminary roadmap for successful enablement with a consideration to people, process and technology

Outcomes:

At the end of the workshop you can expect to:

- • Understand how Microsoft Sales Copilot can play a role in improving seller productivity, data quality and related insights

- • Identify opportunities and related key performance indicators to inform implementation success for your organization

- • Receive recommendations for a successful implementation of Microsoft Sales Copilot tailored to your specific business needs

Whether you are looking to automate routine tasks, improve data capture, or gain actionable insights into conversations, Microsoft Sales Copilot is a fantastic opportunity to improve the seller experience where they work and help your organization achieve your unique business goals.

Contact us today to schedule your 1-hour briefing and unlock the full potential of Microsoft Sales Copilot for your organization.