



Use Case

Coaching Sessions for New Hires

Company Type: SaaS Healthcare Analytics



Our Partner

Meet Tara. Tara is the head of revenue operations and sales enablement for a fast-growing SaaS company. While she doesn't have a team that reports to her, it's her job to ensure every customer-facing employee is on video, on brand, and on message to drive sales and revenue.

Tara's company just received a new round of funding. They were growing so fast and hiring so many people that Tara needed a partner to ensure the teams were "customer ready." She had no way to ensure consistency of first impression and message from every new hire.

The Solution

Tara is partnering with CharismaQ to bring coaching sessions to all new salespeople, customer success managers, and solution architects. Each new employee takes the CharismaQ video evaluation, they self-score, a coach scores them and then they meet with their coach for a 1:1 session. They learn about their pacing, volume, tone, use of filler words, and overall delivery.

The Results

CharismaQ helps Tara and her team become customer-facing faster. As one CharismaQ member said,

"I'm an experienced sales person and this is unlike any other onboarding I've ever had. At other companies, I was taught 'sales theory.' This is actionable coaching I can immediately apply to my job."

Does Your Sales Team Need More Charisma?

Contact CharismaQ at

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