



Transform Sales to Strategic Sales Excellence

How well are your top leads progressing through your sales stages?

How scalable and flexible are your sales teams to quickly pivot and address new opportunities?

Are you identifying valuable opportunities or wasting time on dead ends?

Why not take advantage of the same winning sales strategy that leading enterprises such as Microsoft, Qlik, and SAP have adopted?

DID YOU KNOW?



is the leader in modern, integrated sales + marketing solutions proven to drive valuable customer interactions, accelerate enterprise sales objectives, and deliver highly qualified opportunities worldwide.

Strategic Sales Excellence is based on the following three simple tenets, but the value is in the execution.

STRATEGIC SALES EXCELLENCE

The Technology

- Easily adapt sales motions to speed of business change
- Accurate, 360-degree view of customers in real-time
- Insights based on fact—with predictive + trending outlooks
- Integrated sales + marketing customer data



The Technique

- A cohesive, global sales conversation across 25+ countries
- Unique sales model with flexible adaptation based on data-driven knowledge
- Global network of trained, technically proficient sales experts
- Experts fully conversant about customers, their journey + their business



The Tools

- Data-driven identification of new opportunities
- End-to-end, proven GTM tools + enablement
- Best Practices methodology to quickly progress buyers to decisions
- Proprietary process to deliver warm handoff of highly qualified opportunities



THE RETURN:

Reduced response time on inbound leads by 97%

"The level of technology innovation and integration within N3's sales platform and PMO process has exceeded our expectations across our Global BUs."

F100 GLOBAL NETWORKING

Increased win rate by 5% in less than 12 months

"N3's customer-centric culture, combined with solution-based selling, is the key to meeting client goals. For us, they ramped up a large, technically-proficient sales team in record time."

F50 GLOBAL SOFTWARE

Achieved 110% of program goals 4 years in a row

"N3 designed and implemented our Global Demand Center during our transformation from on-premises to cloud and helped sales surpass all pipeline goals."

F50 GLOBAL SOFTWARE

Want more?

TAKE THE NEXT STEP

IGNITE YOUR SALES

N3's proven solutions have been the "sales backbone" supercharging global sales for many large enterprises such as Microsoft, SAP, Qlik, and Cisco. With a tiered inside + digital sales force located worldwide, and a streamlined and integrated alignment between sales and marketing capabilities, N3 can find new opportunities and nurture them to a highly qualified state. N3 empowers your sales team with warm handoffs and a nurturing relationship to bring valuable opportunities to a fast close.