

# Close More Deals, Replicate Top Rep Behaviors, Develop Deal-Winning Confidence

How the sales rep can leverage Aviso's CI to win consistently



## Surface Hidden Risks In Deals

Use advanced sentiment/emotion analysis to learn from every sales conversation.

- **Aspect-based sentiment analysis** gauges prospects' overall meeting experience by scoring how they responded to you at different instances during the call. Did the prospect like your value proposition? Were they happy about the discount you offered them? Aviso's CI platform picks up on these cues and helps tailor the conversation to your prospects' preferences.
- **Emotion analysis** reveals hidden cues and highlights buyers' feelings about your product. Emotions are analyzed by various textual and acoustic nuances to emotions (for instance, anger may be associated with a faster rate of speech, wide pitch range, and breathy voice).



## Improve Rep Performance By Replicating Successful Sales Behavior

Clone what works by turning objective, data-based guidance into coachable moments for managers, peer-to-peer coaching, and self-driven improvements.

- Managers get detailed **AI-generated call summaries** (discussion items, questions raised, next steps, etc.) which they can use to coach reps for success in forthcoming calls.
- **Deal insights** and AI-driven playbook recommendations can be set up within coaching rooms to ensure rep success.
- Aviso's **Leaderboards** display an organization's top performing reps associated with pertinent metrics like sentiment score attained, talk-ratio maintained, next steps taken, and competitor mentions, enabling managers to observe top reps and coach the team on replicating deal-winning behaviors.



## Bring The Team Together Into A Single Sales Workspace

Collaborate with stakeholders, inspect call and prospect information, get one-to-one coaching and so much more in a shared central hub.

- The Collaboration Workspace enables reps to **call and schedule deal meetings** on every major video conferencing platform from right within the Aviso interface with all calls recorded, transcribed and linked to the respective deals for recall.
- The Collaboration Workspace also gives you **insights on talk-to-listen ratio**, longest monologue, topics timing and duration, question rate, and seven other important call metrics.
- **AI-generated post-call insights** help reps to dive deep into the specifics after every meeting. Aviso also generates a 'smart transcript' of every meeting which analyzes speech patterns to identify deal risks, giving reps a chance to proactively mitigate them.