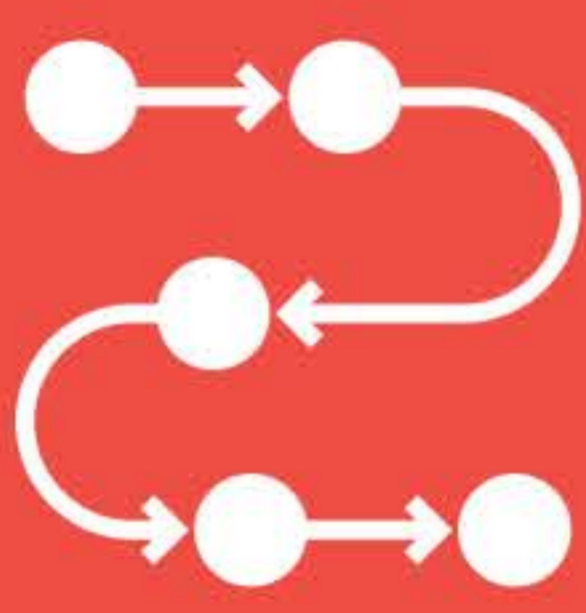


# Sales Managers - How Is Your Risk Visibility This Quarter?

Aviso's Conversational Intelligence brings the customer voice into every aspect of decision-making, enabling managers to conduct comprehensive deal reviews and coach reps for success.



## Provide Timely Coaching For Your Revenue Frontline Staff

Ensure your sales reps make the most of every meeting through sales call and deal deep-dives.

- Sales managers don't have to rely on rep-reported meeting information to know which direction their deals are moving. Use Aviso's call transcription summary to understand the conversations reps are having. A quick 2-minute call summary includes action items, next steps automatically extracted with writeback to CRM, speaker metrics, time spent on various topics (objection handling, buyer intent, next steps, legal, etc.), overall sentiment scores, and emotion analysis of the call.
- Aviso offers native coaching rooms for sales leaders and managers to get context-based metrics of deal conversations in one place. Managers can create a coaching room for a specific deal they think is at risk. This room provides various deal-level and opportunity-level insights to help managers coach sales reps in their specific areas of improvement.

## Meeting Sentiment Score & Overall Trend

Sentiment : Positive ⓘ  
Average Sentiment Score **0.37**



## Timeline, Talk Ratio, and Emotion Analysis

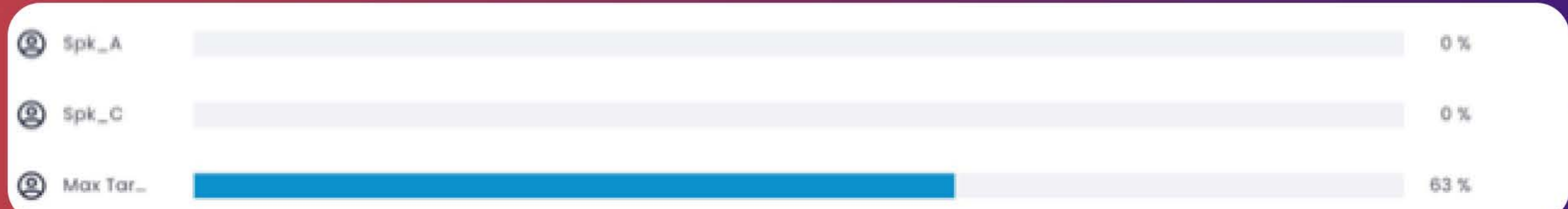


## Make Data-Driven Decisions

Use metrics across multiple calls to identify patterns of conversation and performance activity among top reps, replicate those behaviors, and set benchmarks for the rest.

- Aviso's CI reports and analytics help sales managers measure and analyze prospect-rep conversations, interactivity ratio, longest monologue, and patience metrics.
- CI reports also include key statistics (such as weekly call duration and volume) for every sales rep on the team and leaderboard call stats of every team member to help managers get an overarching view of their teams' status and the business.

## Talk Ratio across multiple speakers



## Longest Monologue for a speaker

