Bigtincan®
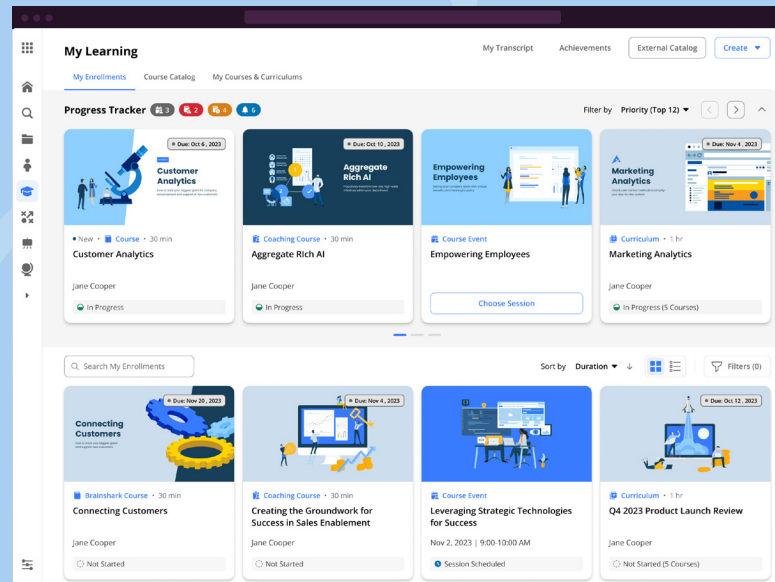
Bigtincan Readiness

Prepare, upskill, and train your customer-facing teams to deliver a first-class buying experience.


Is your team really buyer ready?

The reality for most organizations is that reps take far too long to onboard, taking almost half as long as their average tenure to even achieve full productivity. At the same time, disjointed training and coaching can't be scaled, much less tied to ROI.

Sellers that aren't confident or on message cause poor buying experiences that your customers feel.

Did you know?

87%
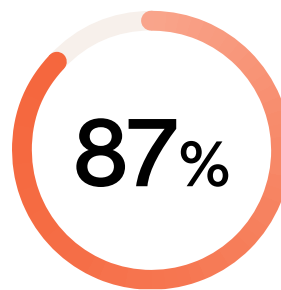
of training is forgotten in 30 days [1]

37%
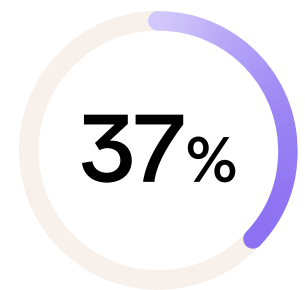
of time spent actually selling [2]

9.2 months

before a new hire achieves full productivity [3]

14-30 months

average tenure of a sales rep [4]

[1] Salesforce; [2] InsideSales.com; [3] InsideSales.com; [4] G2

bigtincan.com

Training

Deliver formal courses for onboarding, compliance, and mandatory training, while providing just-in-time access to informal microlearning materials anytime, anywhere.

Easy Authoring

Quickly combine assets you already have into dynamic pieces of training in a tool designed for any subject matter expert to use. Easily update even a single slide in your course to get the latest information to your teams.
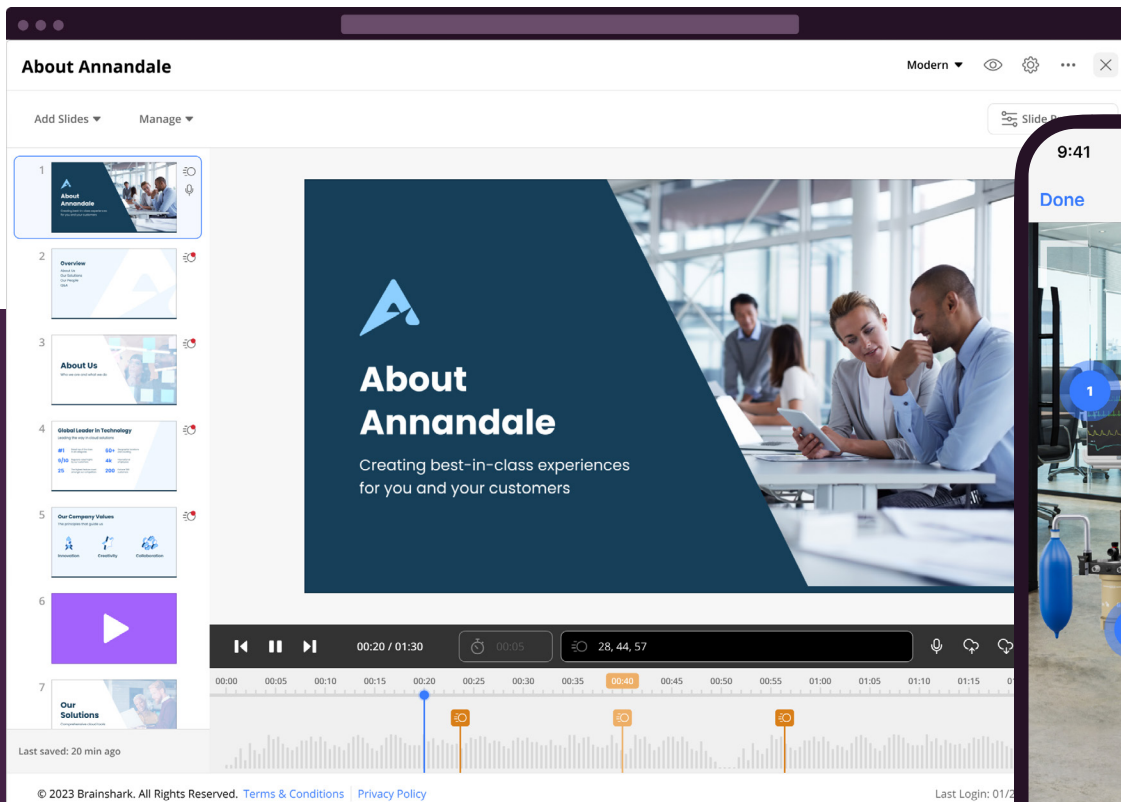
Robust Courses and Curriculums

Create formal curriculums by building courses, importing from LinkedIn Learning or SCORM, and chaining them together with coaching assignments. Quiz reps to make sure they are internalizing information with multiple question formats, polls, and surveys.

Make Training Interactive

Create interactive clickable training playbooks and minimize risk by training on lifelike 3D augmented reality models. VR training has been shown to lead to 4x faster completion rates and 40% more confidence.[5]

About Annandale

Creating best-in-class experiences for you and your customers

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Anesthesia Machine Training

Start the AR learning experience by tapping 1 and adjusting the EKG monitor settings.

5 PwC

Coaching

Certify reps' ability to deliver key messages and apply training with video-based coaching and practice. See reps improve with AI and manager feedback.

Set Custom Criteria

Easily create and assign coaching courses, with the ability to highlight examples of what great looks like and create unique rubrics per activity to guide reps to success and help coaches remain consistent in grading.

CoachingAI Feedback

Give reps objective feedback on not just what they say but how they say it through AI analysis including topic coverage, a vocal delivery score composed of eight individual metrics, and unique tone-of-voice analysis that shows how sellers are likely to be perceived.

Scale Manager Time

Practice Mode gives reps a safe place to practice and refine with AI feedback before submitting to their manager for formal review. Managers can also use AI scoring at a glance to identify reps who need more help and prioritize their time accordingly.

Analytics

Understand readiness at the individual, team, and company level with visual out-of-the-box and custom dashboards.


Scorecards Tied to Sales KPIs

Quickly and powerfully visualize readiness progress for individuals and teams, and even tie data to sales KPIs from your CRM. Diagnose problems and skill gaps faster to address them head-on–before they impact performance.

Skill & Competency Tracking

Define specific skills and competencies necessary for reps' success, associate readiness exercises to them, and track seller and team progress against those metrics. Manage their learning journeys or allow them to self enroll in skill courses to improve.
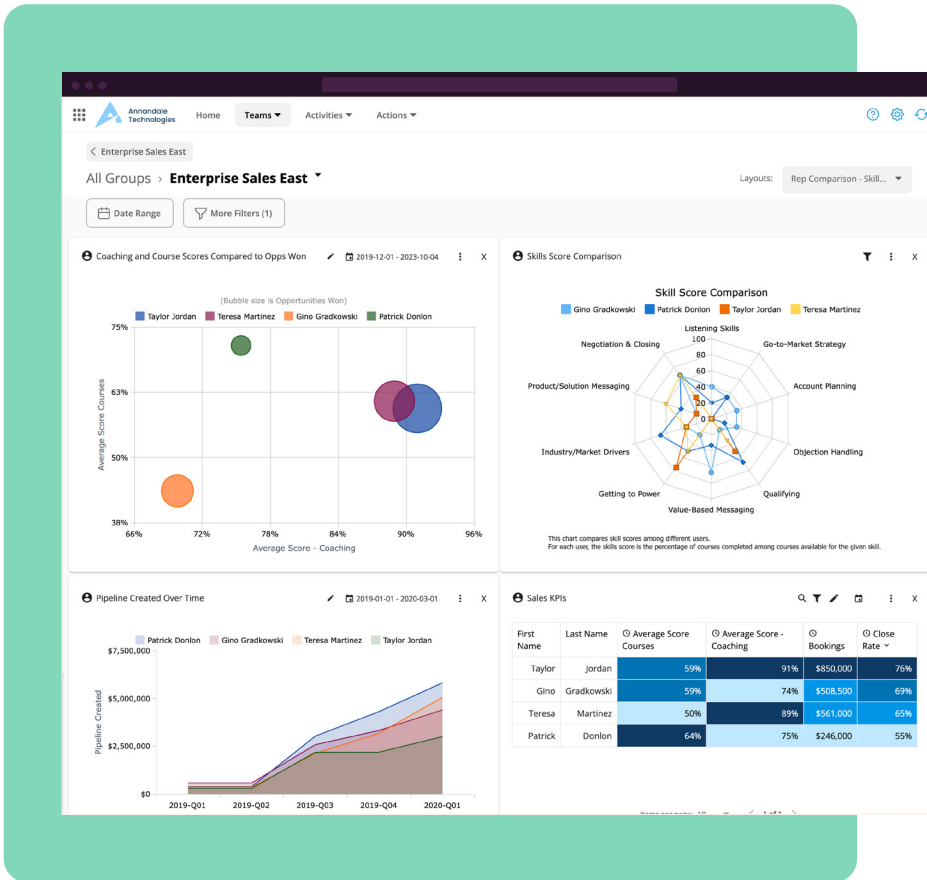
Brand Your User Experience and Feature Training with Our Full-Fledged Enablement Platform

Enable your teams with one platform that does it all to unlock greater efficiency and adoption, as well as provable ROI for your sales training, content, and engagement. Bigtincan's content solution paired with Brainshark allows you to deliver sales content alongside learning and coaching in a tailored, branded experience– and share that content with prospects in engaging buying experiences you can track.
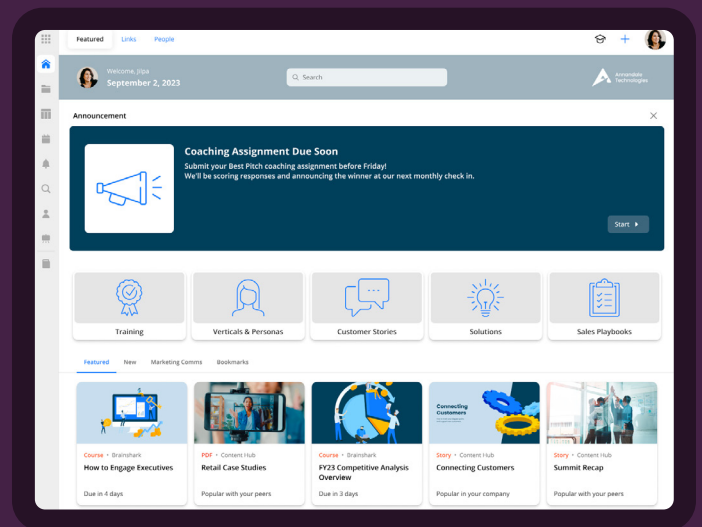
Why Bigtincan?

90%
Reduction in ramp time

353%
Training ROI

13x
More likely to buy from a confident-sounding rep

3x
Faster close rate

> Video-based coaching is a great way to ensure that we're driving the message and that people are feeling like they are being supported along the way.

Jason Gwilliam

Former Manager, US Sales Enablement & Training
Abbott

> Since inception, we've seen quarter by quarter revenue growing 182% from our high value partners.

Corey Brenner

Channel Marketing Manager
Digi International