

# Say Yes to Next

Sales Kickoff  
2022

## Sales Kickoff 2022

Pre Sales

23 February 2022



# Agenda



What is Sales Excellence



Solution Focus



Our Next Steps

# What is Sales Excellence

## Purpose:

Empower all Presale members by growing their Vertical, SYSPRO and Sales enablement skills plus toolsets



Prospect Experience



Growth



Sustainability



Turnaround Time

A global standard presales methodology and approach. Saying Yes to Next

# Solution Focus approach



## Scoping

- Ask the right questions
- Problems, hidden problems
- Product Knowledge
- Vertical Knowledge
- Suggested solutions



## Value to the Customer

- Industry Specialist
- Cost of problem
- Value of the proposed solution
- Return of Investment

# Our Next Steps

## Regional Workshops

- Q1: Australia
- Q2: USA & Canada
- Q3: EMEA
- Q4: Asia

## Global Pre Sales

## DEMO Vertical Database and – remoulding

verage  
tals

## Monthly Knowledge Share

- Regional session
- Global session

# 2023 Planning – What's Next

- Team Mentoring
- Product Management Vertical leaders

Product Management  
and Sales Operations

## Global Presales Skills Matrix





# Thank You

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