

Fielo Behavioral RevOps

Maximize Revenue Potential, Minimize Complexity*

Transform your revenue approach with Fielo Behavioral RevOps, the ultimate platform for defining, coaching, enabling, and motivating your internal teams and partners performance.



fielo

Factors that are killing sales team performance



1. Misaligned sales execution

- Reps not following the sales process
- No benchmarks to stack reps among top-performing reps
- Limited visibility into strengths/weaknesses





2. Poor training/enablement

- Top sellers aren't born; they need training
- Need of constant update with the latest best practices
- Reps misusing proven brand messaging
- Lack of up-to-date/easy to find sales materials



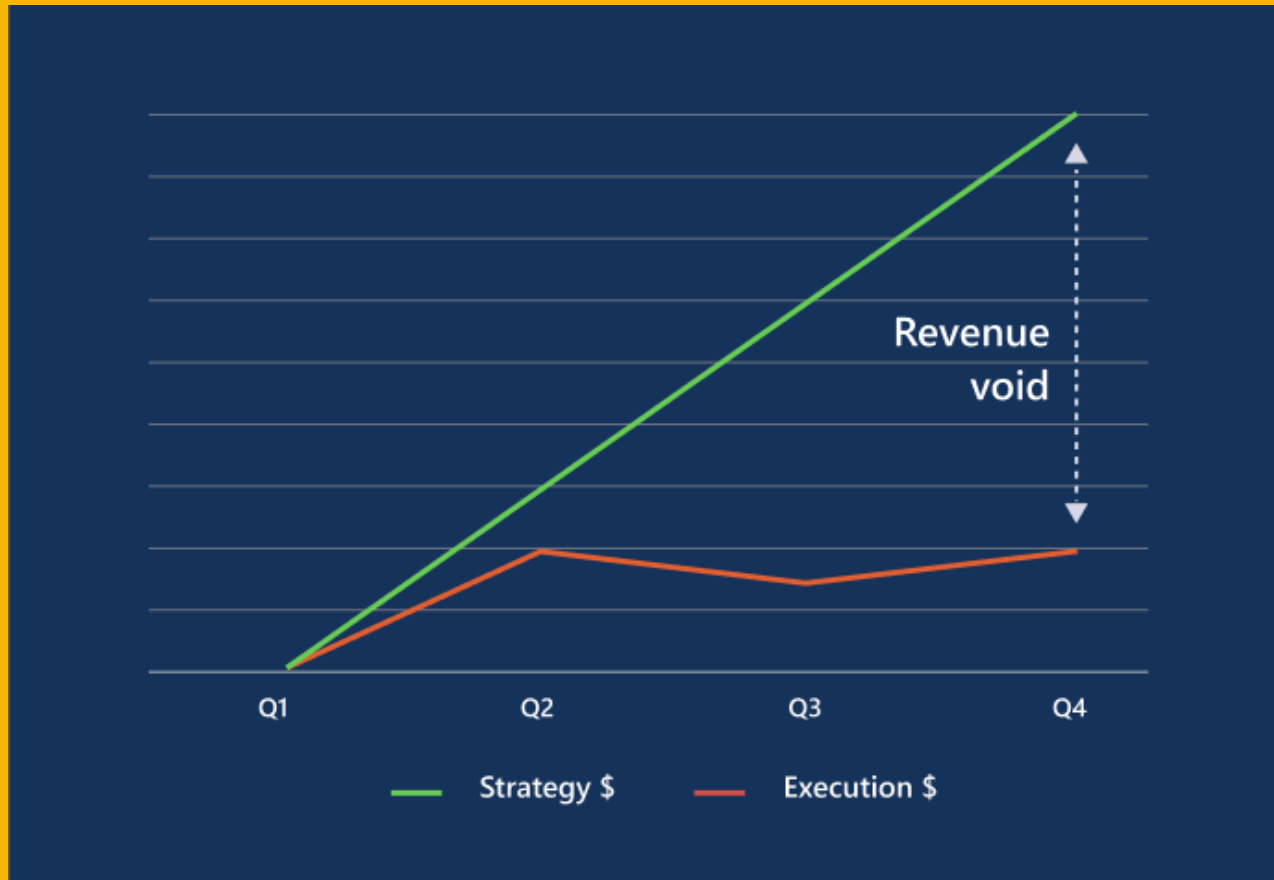


3. Lack of motivation

- Lack of recognition and rewards
- Absence of healthy competition
- Lost in the sales process
- Unclear of next actions



Consequently, companies are witnessing a decline in productivity and revenue



Fielo fixes these problems by offering a complete platform to align the whole revenue processes



Ideal to be applied for all your customer-facing teams



your sales reps/
account managers



your channel partners



your customer success
team

These are the great customers who use us

Google



maytronics



☰ Activities

Ensure every sales rep performs like a rockstar

- Set up activities and relationships
- Define a scoring weight
- Notify your teams on activities to be performed
- Provide contextual reference links

Activities

4 accounts

Total Completed

30%

Total Score

180

Account	Cadence call	Product upsell	Updated product demo	Send survey [Due May 1]	Support plan upsell	Completed	Score
Burlington Textiles	✓	<input type="checkbox"/>	<input type="checkbox"/>	✓	<input type="checkbox"/>	40%	60
Dickenson plc	✓	<input type="checkbox"/>	<input type="checkbox"/>	✓	<input type="checkbox"/>	40%	60
Edge Communications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	✓	<input type="checkbox"/>	20%	30
Express Logistics and Transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	✓	<input type="checkbox"/>	20%	30




Coach your teams to exceed your goals

- Train your teams and channel partners to understand your solutions
- Build interactive learning experiences
- Enable quick training with microlearning
- Recognize with rewards, badges, points, and leaderboards

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The Art of Sales: Mastering the Sales Process

[Show Modules](#)



Course

The Art of Sales: Mastering the Sales Process

☐ In progress 1 of 6 modules (17%) Days left: 60 Rewards: Multiple ✓ Enrolled [Go to next module](#)

[Overview](#) [Modules](#)

1. Customer Segmentation and Prospecting

✓ Completed on 04/30/2024 Attempts: 1 of 5 Grade: 75 Correct answers: 3 of 4 (passed) Rewards: Multiple Feedback: ★★★★★

[Go to module](#)


Learn how to identify distinct customer segments and tailor your marketing strategies for maximum impact. Master prospecting techniques to efficiently target and engage potential customers. Unlock the keys to effective customer acquisition and retention in today's dynamic market landscape.

Enable

Spread your message without risking your brand

- Offer point-and-click asset customization
- Promote co-branding
- Activate social channels
- Enforce brand compliance

Social Media Post




Title

The Perfect Laptop for Our Times

Subtitle

Discover the ultimate blend of power, portability, and versatility – revolutionizing productivity in the digital age.

Background Image (JPG, JPEG, PNG, WEBP)

[Upload File](#) or Drop a File  Laptop.jpg

Logo

ACME

[Update Preview](#) [Full Size Preview](#)


[Reset](#) [Save](#)


Communicate

Notify your teams through different channels


- Combine a variety of rules and channels
- Email
- In-app nudging
- Whatsapp and SMS messaging
- Templates
- Campaign stats

When the communication will be sent to target members?

According to a time schedule


After a condition is met


Start date Time Time zone

05/01/2024  9:00 am ▼ (GMT-08:00) Pacific Standard Time (America /Los Angeles)

Repeat


Weekly ▼ on Friday ▼ at 9:00 am ▼

Repeat ends End repeat early when

After ▼ 4 times ▼ Member opted-out ▼




Motivate your teams with gamification



Cameron Williamson
Easytech
Contributor
Sales Incentive Program

1540
Points




\$350
Cash








Current Tier **Gold**

Next Tier **Platinum**

+2



Top 5 Sales Reps 2022 Q1

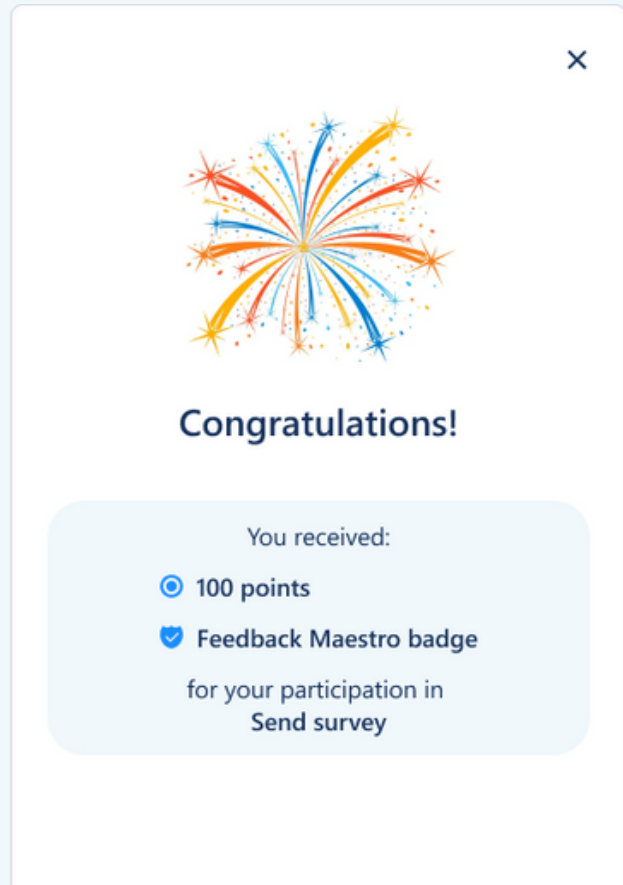
Pos.	Member	Score
1	 David Smith	20
2	 Philip Schmidt	18
3	 Michael Martin	16
4	 Annette Black	15
5	 Jane Cooper	14

- Gamify performance with badges, tiers, and leaderboards
- Create competition amongst peers

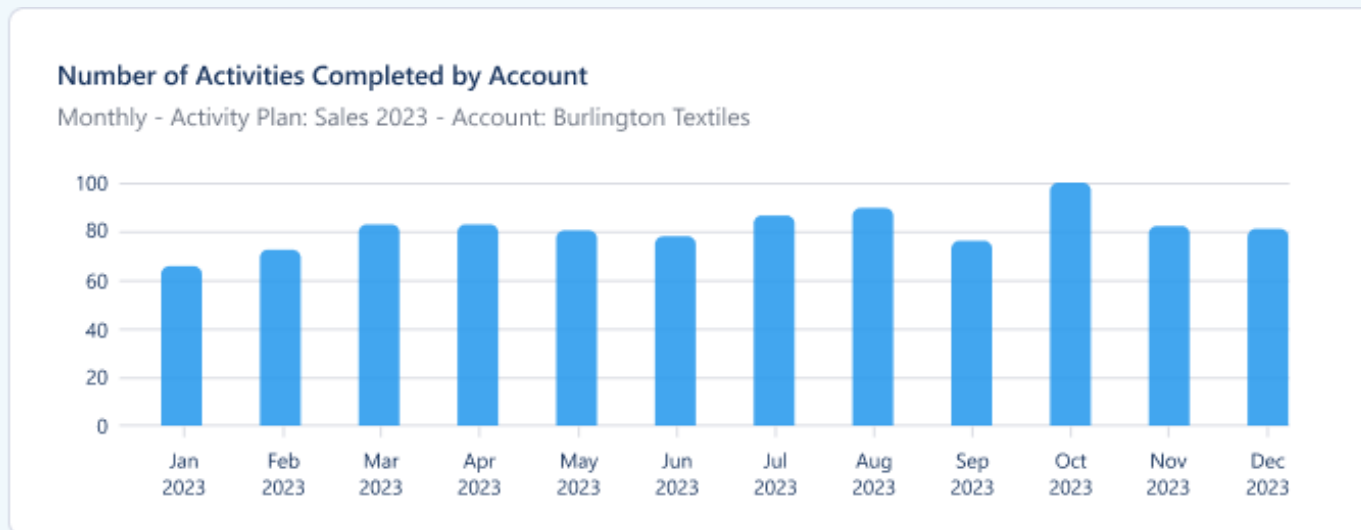


Recognise goal attainment and high performers

- Apply different types of incentives, such as rebates, rewards catalog, points and cash
- Explore 40+ behavior templates
- Save time with our configuration wizard
- Set budget control



Provide real-time insights for sales reps and managers



- Track activities completion across accounts, team members, and territories
- Spot any group of tasks that might be neglected before it's too late

Integrations

Connect to other data sources securely



- Leverage online data using native connectors/API
- Transfer multi-data sources offline

Who we are:



12 years providing Sales
Engagement & Loyalty solutions



20+ years of
CRM experience



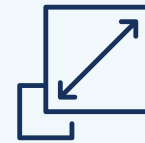
Teams distributed across US,
Europe and Latam



Plug-and-play platform that
eliminates the need for coding



Templates for program
creation in a few clicks



Scalable platform with clients
across various industries

To learn more, reach out to us:

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