

# Sales teams use Workplace to hit their targets

Workplace is more than just messages and text. Sales teams use Workplace features like HD Video Calls and Workplace Chat to bring teams to the table wherever they are. They use it to share unlimited files securely to access and work on sales documents. They use it to report customer feedback in real-time. They use Workplace to get the deal done.

## Live stream training and demos

Use Workplace Groups or Live Video to communicate directly to staff on the ground, like announcing new product lines, campaigns or the latest pricing updates.

## Sales leadership global communications

Keep connected with HQ and keep everyone in the loop on global sales communications. Group announcements and broadcasts ensure everyone is up to speed. Regardless of where they're based, in dispersed retail stores or on the road meeting customers, Workplace and Workplace Chat apps make sure you can join everyone together.

## Quick access to information

With field sales teams spread across regions, countries, and continents, it's often difficult to have one central place to communicate key information like sales assets and materials, FAQs or competitive intelligence. Workplace Groups or Workplace Chat ensure you can find the answers quickly. Simply post in a group or ping a Workplace Chat Group to find what you need, fast.

## Reporting customer feedback

Those working directly with customers are an invaluable source of insight and feedback for HQ teams. Before using Workplace, many organizations had no way to send feedback from retail staff or field sales teams directly to HQ or, vice versa. By providing a channel to do so, the entire organization benefits from real-time feedback and accelerated communications throughout the organization.



## Using Workplace to reduce distance in the organization

Campbell sales teams spend a lot of time out on the road visiting and building relationships with customers. To stay connected, Campbell employees now take advantage of Workplace's mobile-first approach to communications. They use the Workplace and Workplace Chat mobile apps to remain an active part of the conversation in real-time. It also allows them to share valuable insights and best practices while on the go.

**"Campbell is more connected than we've ever been. We've seen a complete transformation in just 9 months. I think it's because Workplace has tools that people can use whenever and wherever they are."**

**Kristin Ennis**, Senior Manager, Communications