



SynOps Digital Inside Sales

Video transcript

Today's B2B leaders seek growth from new and existing customers, market expansion and new product launches. But how do you solve for growth opportunities at-hand?

By reimaging how sales execution can accelerate revenue conversion – with SynOps.

The SynOps Digital Inside Sales platform combines expert technical sellers and innovative technology to accelerate revenue... all powered by data and insights.

SynOps uses anonymized, aggregated data to enrich and prioritize leads, and delivers real-time, intelligent customer insights.

The result? Targeted, and more meaningful conversations that impact higher close rates.

As customers progress in their buying journey, SynOps aligns buyers with the right seller with the right skill set and knowledge, at the right time, using an agile and flexible POD team approach.

The sales process is smarter and more efficient; powered by always-on technology that captures key buyer and industry trend data from every interaction.

With a skilled team of over 3,500 expert sellers, we jumpstart revenue generation from new and existing customers or partner channels, from acquisition and conversion to onboarding adoption and growth.

One high-tech company hit a revenue goal of 110% growth with a 128% increase in qualified opportunities by locally targeting prospects, deepening customer relationships, and streamlining the sale pipeline.

SynOps also provides visibility to seller coverage strategy, goal setting and performance monitoring.

By standardizing processes, capturing insights and delivering greater visibility, SynOps helped another high-tech company exceed their performance goal by 115%, during a new market expansion program.

SynOps accelerates the adoption of Digital Inside Sales every step of the way.

It's a transformative, predictable and intelligent B2B revenue engine that speeds time to market from months to weeks.

Every stage of the customer lifecycle matters for sales growth – and now is the perfect time to seize new opportunity.

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