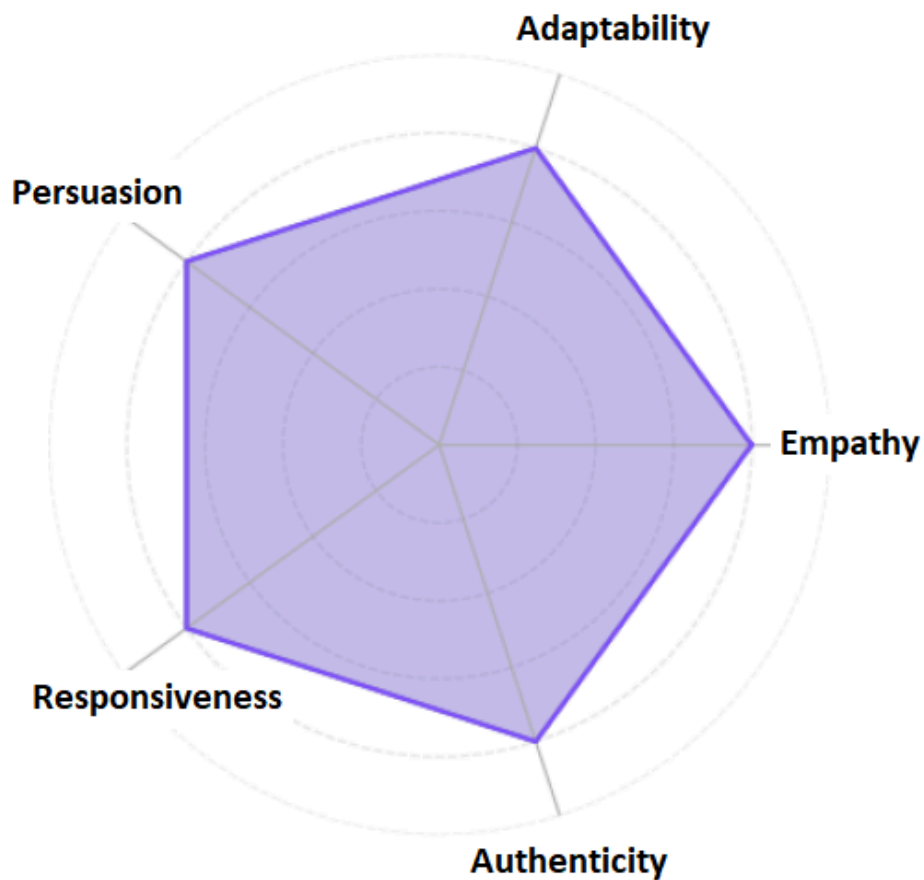
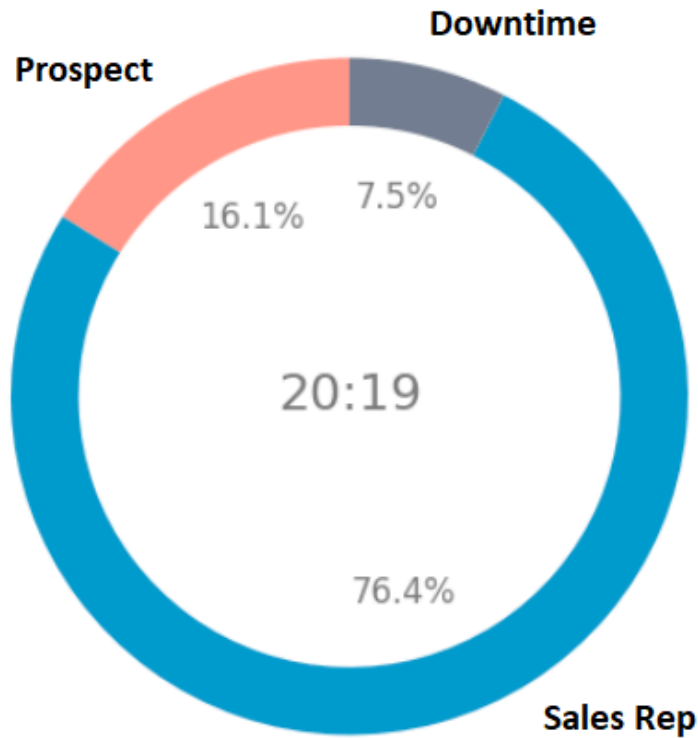


Summary

The conversation begins with a caller seeking a specific individual, eventually connecting with the prospect in the Office of Career Development. The sales rep, introduces his company and its services, highlighting their benefits. Despite the prospect's initial unfamiliarity with the sales rep's company, she expresses interest in learning more and potentially collaborating in the future. They discuss potential meeting times, share personal anecdotes, and find common ground, establishing a friendly rapport. The prospect explains her office's current focus on rebuilding and the importance of tools like an AI resume builder. The sales rep acknowledges the need for a human element alongside AI and expresses excitement for potential collaboration, culminating in a scheduled follow-up meeting. Throughout the conversation, they engage in a friendly and professional manner, showcasing a mutual interest in exploring opportunities for collaboration.



Comparison of your performance against the average Sales Reps' traits that influence the prospect's decision to purchase.



Top performing Sales Reps demonstrate a balance in speaking and listening, and typically keep discovery calls to ~15 mins.

Playbook	Achieved	Evidence
Research the prospect and their company.	✘	There is no evidence that the sales agent researched the prospect's company or industry.
Use a compelling opening statement.	⚠	The sales agent used a friendly and conversational tone, but did not craft a compelling opening statement. They did, however, engage in a conversation about the product, demonstrating some level of engagement.
Actively listen to the prospect.	✔	There is evidence that the sales agent listened attentively to the prospect's responses and tailored their pitch based on the prospect's needs and challenges.
Discuss the value proposition of the product.	✔	The sales agent clearly articulated how the product can solve the prospect's challenges, highlighting key benefits and unique selling points.
Handle and overcome any objections.	✔	There is evidence that the sales agent addressed potential objections by acknowledging the prospect's concerns and offering to provide more information.
Closing steps and timelines.	✔	The sales agent closed the call by scheduling a follow-up meeting, confirming next steps, and expressing excitement for the future conversation.