



A 9 step guide to double your team's win rate

This guide offers resources, tips, and ready-to-use templates to help your team win more deals, build stronger buyer relationships, and accelerate revenue growth in today's challenging market

Step 1: Assess your process

- **Key Questions:** What's slowing your team down?
 - **Action:** Map out your sales process to identify bottlenecks.
 - **Checklist:** [Sales process audit checklist](#)
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Step 2: Audit Your tech stack

- **Key Question:** Are your tools simplifying or complicating workflows?
 - **Action:** Evaluate usage and integration of your current tools.
 - **Resource:** [How to audit your tech stack](#)
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Step 3: Leverage call Intelligence

- **Key Question:** Are your reps learning and improving with every call?
 - **Action:** Implement call analysis to identify winning talk tracks and behaviors.
 - **Resource:** [Guide to conversation intelligence](#)
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Step 4: Enable buyers with helpful resources

- **Key Question:** Are you making it easy for buyers to choose you?
 - **Action:** Use tailored business cases and deal rooms to simplify decision-making.
 - **Template:** [Two-page business case template](#)
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Step 5: Train teams on specific disciplines

- **Key Question:** Are your reps mastering key sales skills?
- **Action:** Focus training on talk tracks, tonality, and timing.
- **Resource:** [Creating a high performance team webinar](#)



Step 6: Coach with data-driven insights

- **Key Question:** Are you providing actionable feedback?
 - **Action:** Use conversation intelligence to deliver targeted coaching.
 - **Guide:** [Data driven coaching guide](#)
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Step 7: Use video to engage buyers

- **Key Question:** Are you using video to stand out?
 - **Action:** Create short, personalized videos for every stage of the sales process.
 - **Resource:** [5 Strategies to unlock immediate ROI with Loom](#)
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Step 8: Optimize buyer engagement outside of calls

- **Key Question:** Are you tracking buyer interactions?
 - **Action:** Use engagement analytics from deal rooms or shared resources.
 - **Guide:** [Buyer enablement guide](#)
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Step 9: Plan for integration

- **Key Question:** Are you measuring the right outcomes?
 - **Action:** Focus on conversion rates, deal velocity, and contract value.
 - **Resource:** [How to conduct a high impact pipeline review](#)
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By implementing these 9 steps, you'll empower your sales team to win more deals and drive sustainable revenue growth. At Jiminy, we're passionate about supporting your success with actionable insights and best in class tools.

For more guides, templates, and expert tips, visit us at www.jiminy.com