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VP, SALES

# How 15Five Enables Our Sales Team

## TEAM PULSE AND CONNECTION

15Five helps me stay connected with and monitor the pulse scores of my entire team—from second-line reports to SDRs. Even though we're distributed, 15Five enables me to show my team how much I care for and appreciate them by making it easy to support those who are having a tough week and celebrate with those having a good one.

## EFFICIENT COMMUNICATION AND COACHING

I start 1-on-1s with "How are you doing?" before moving on to a pipeline review, where reps highlight their top three to five strategic deals. We discuss where they might be stuck, and I provide coaching and mentoring.

## IMPACTFUL QUESTIONS TO ASK YOUR SALES TEAM

What are you hearing about our competition?

Share two to three value propositions you use most often.

What is the largest deal you are working on right now, and how can I help?

What does the sales team need training on the most right now?

What new collateral do you need from Marketing to close deals faster?

## MEANINGFUL ENGAGEMENT, BEYOND SALES NUMBERS

15Five provides everyone on my team with a platform to grow beyond and engage in powerful, meaningful conversations beyond the revenue number. This is especially critical for young people who are early in their careers.

## TEAM VISIBILITY AND ALIGNMENT

15Five helps our team stay focused on priorities that align with company-wide objectives. Having visibility into this is critical for moving deals forward, because I can help people reprioritize if they're stuck or if things shift.

## SETTING AND TRACKING GOALS, BEYOND SALESFORCE

We track sales metrics in Salesforce, but we create OKRs in 15Five to track department objectives like decreasing the amount of deals that fall out of a phase in the buyer's journey. Additionally, reps have personal goals to achieve, and assigning key results keeps them accountable.



Schedule demos with 10 out of 15 of your top accounts  
Department: Sales

Details ▲

🕒 12 days



0%



Schedule 10 demos with my top accounts

0/10



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*Objectives in 15Five help us keep OKRs top of mind and stay accountable for departmental initiatives*

## GET IN TOUCH

Contact your customer success manager or [sales@15five.com](mailto:sales@15five.com) to learn how 15Five can help you guide the people on your sales team towards becoming their best selves.