

Product Landing Page

[Header, Sub-Head]

Gong Complete Coaching

The way we work is changing. The way we coach must change as well.

[Overview]

Coaching for a Remote Work World

We're experiencing a fundamental shift in the way we work. And it's making it more challenging than ever to build a strong coaching culture.

- Sales managers can't overhear sales conversations
- Teams are distributed and can't learn through 'osmosis'
- Technology and logistics can get in the way

[Callout]

Companies where managers spend 50%+ of their time coaching have 24% higher close rates—Objective Management Group

[Primary Value Props]

The 3 C's of Complete Coaching

Gong's Complete Coaching solution gives you total visibility of coaching moments across the sales lifecycle. It helps you deliver a personalized coaching experience, and empowers your sales team to thrive in this new remote work world.

Comprehensive

Get complete visibility into success drivers, skill gaps, and coaching moments across all customer interactions.

- Deal Drivers—Visualize hard deal skill gaps across your team's opportunities.
- Stats—Instantly see soft skills gaps across your team based on customer calls.
- Whisper—Get personalized coaching recommendations to help each team member win more deals.

Consistent

Make it easy for managers to see coaching moments, enable reps to request and receive timely feedback, and provide sales leadership with visibility into coaching consistency.

- Coaching Digest—Be in the know with high-priority coaching moments sent straight to your inbox.
- Coaching Metrics—Get visibility into the quantity and quality of coaching by front-line managers.
- Feedback Workflow—Enable reps to proactively request and receive timely feedback.

Customized

Receive coaching opportunity notifications, get personalized coaching recommendations, and adapt your approach based on individual learning styles and preferences.

- Coaching Inbox—Know who to coach next with customized coaching moments.
- Scorecards—Personalize feedback for individual reps based on standardized criteria, and measure progress over time.
- Activity Calendar—Ensure productivity with a quick snapshot of each rep's activity.

[Callout]

Trusted by Leading Companies

Organizations like Genesys, Slack, and Shopify Plus use Gong's Complete Coaching to shorten ramp-up and sales cycles, improve win rates, and increase deal size.

According to 182 Sales Leaders* Who Are Gong Customers:

- 60% saw decreased ramp time
- 47% saw increased win rate
- 29% saw decreased sales cycle
- 20% saw higher deal size

(Bottom of page) * Quantitative results based on TechValidate survey of 182 users comprised of CSOs, CROs, Heads of Sales, VPs of Sales, Sales Directors, Sales Managers, and SDR/BDR Leaders.

[CTA]

Make Gong's Complete Coaching Your Secret Sauce to Outsized Results

Build a more effective remote coaching culture, and get total visibility of coaching moments across the entire sales lifecycle.

Schedule a demo to see Complete Coaching in action.