Sales Enablement

Get to your revenue goals faster with Class

Your sales team can now learn how to perfect their elevator pitch, handle reverse objections, and practice their negotiation skills all live with their peers.

Instill an environment of learning and improving as a team

Leverage subject matter experts, right-on-time feedback, and opportunities for collaboration with enhanced breakout rooms.
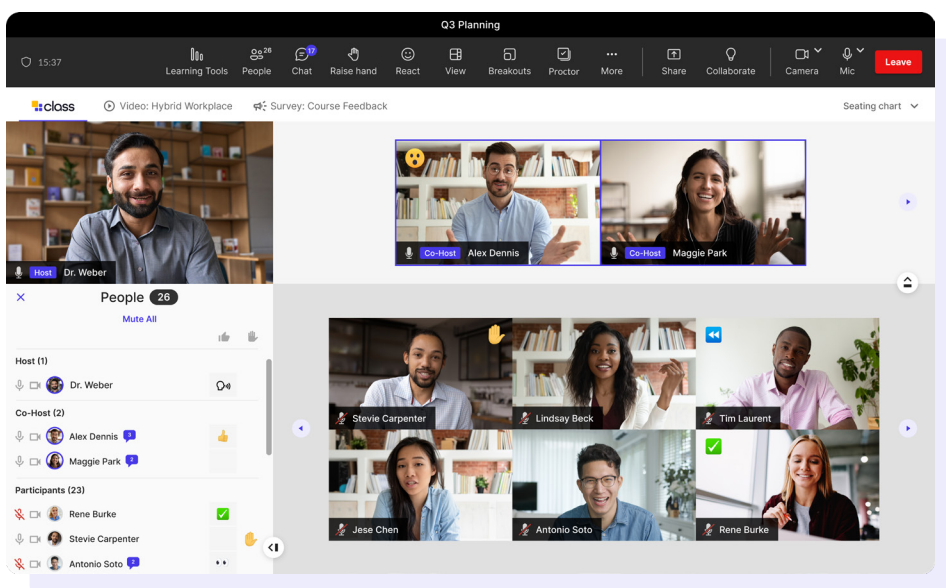
Bring the sales tools you use everyday right into the platform

Deploy websites, files, videos, polls, surveys and more in a single application so learner attention is always where it should be.

Provide the same impactful coaching experience

Whether your revenue team works together in an office or from home, Class is set up with hybrid organizations in mind.

> "Sales enablement leaders responsible for sales training must leverage technology and training design principles to improve virtual learning retention, increase engagement and measure effectiveness."
>
> **Melissa Hilbert**
> Sr. Director Analyst, Gartner
>
> Source: Virtual Sales Training in the Digital Era, Gartner, 2020

Master Your Sales Conversations

- Share multimedia content directly within the app to introduce case examples

- Use "Front of Room" to spotlight scenario-based conversations for practice and for participants to observe

- Allow participants to easily add personal notes to the downloadable automated transcript of training conversations
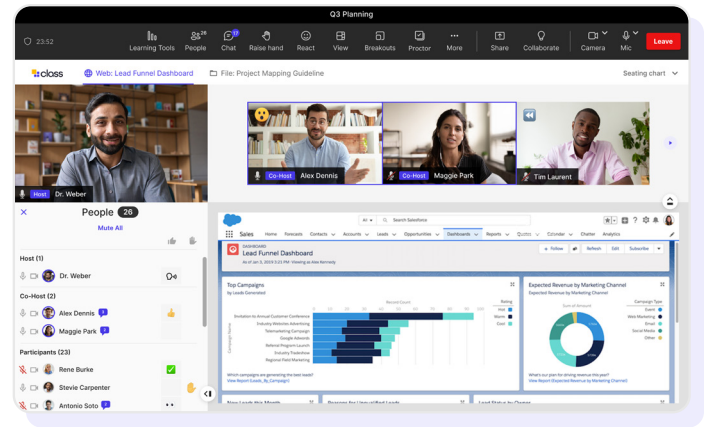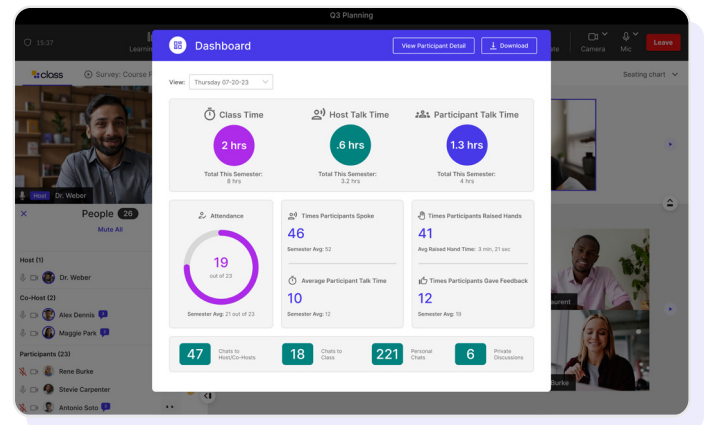

Interactive Content Sharing
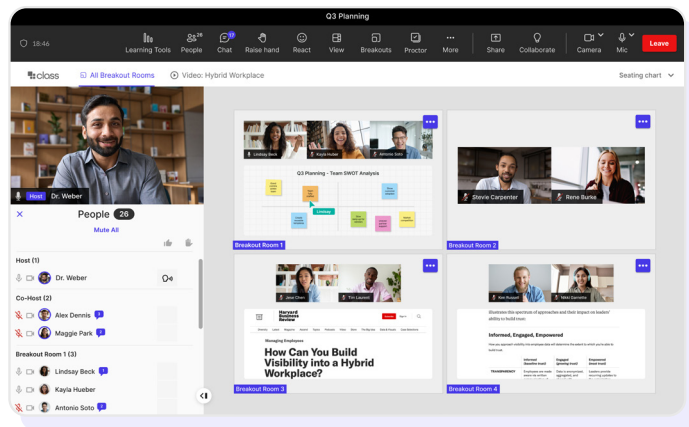
Enhanced Breakout Rooms

Enhance Group and Peer Learning

- With enhanced breakouts, hosts can directly share scenario-based exercises to specific breakouts

- Easily allow for breakouts to share what results or work was completed back to the rest of the main room

- Use polling and surveys to gain feedback for either groups or individuals

Measure and Coach Your Reps

- View engagement and participation metrics for each participant in real-time

- Export data to a csv. or with APIs to correlate it with performance statistics

- Decrease ramp time with experiential onboarding of new hires by providing a truly interactive practice environment

- Increase scale and access to SMEs for on-demand support and coaching to increase the profitability of each deal

Data Dashboard

class FOR BUSINESS

Experience how Class supports sales enablement

Learn more at class.com

GET A DEMO