

Sales coaching is essential. ~~Ride-alongs~~ are not.

Maximize your time and boost close rates using speech analytics from Rilla.

Superior sales coaching is the catalyst that turns decent sales reps into top-performing ones. But—much like customer sales—it can require a significant time investment to become familiar with your subject, identify pain points, and offer solutions.

Traditionally, the best way to learn your sales reps' strategies has been to join them in the field, where you can observe them in action. However, ride-alongs don't necessarily provide an authentic view of your sales agents' conversations, and they eat up large chunks of time you could be using for more revenue-oriented tasks.

But, is there an alternative?

Introducing the virtual ride-along


Rilla allows sales managers to get visibility into **every** sales conversation without ever being in the same room with the rep. Using AI-powered speech analytics, Rilla provides coaches with detailed transcripts and key insights, which can be used to identify what is working and not working with customers. These insights can be used to improve tactics for individual sales reps, as well as shared with the whole team to refine sales personas and best practices.



Sales teams that use Rilla experience:

 **40%**
lift in close rates

 **8X**
time savings for managers

 **17%**
lift in average ticket

How it works

With the Rilla app, sales reps capture their customer conversations, which are transcribed and analyzed in real time using AI. Your reps don't have to worry about note taking and can focus 100% on the customer. Instant automated feedback includes customer-to-sales rep talk ratio, frequently used words, pauses, and more.

Analyze sales interactions at scale

Sales managers can access recordings and transcripts when it is most convenient—comparing them over time, identifying trends, and offering more detailed feedback. With Rilla, coaching becomes more productive by allowing you to:

- Optimize the sales narrative
- Align your sales team with best methods and customer experience
- Access visual data insights
- Save dozens of hours per month



Coach your reps **8x faster** with **24x more** visibility by giving them feedback on key points in their sales pitch without having to leave your home or office.

 Try Rilla today.

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