



REVENUE EXECUTION FOR MODERN SALES TEAMS

Focus sellers on small wins that lead to their big win

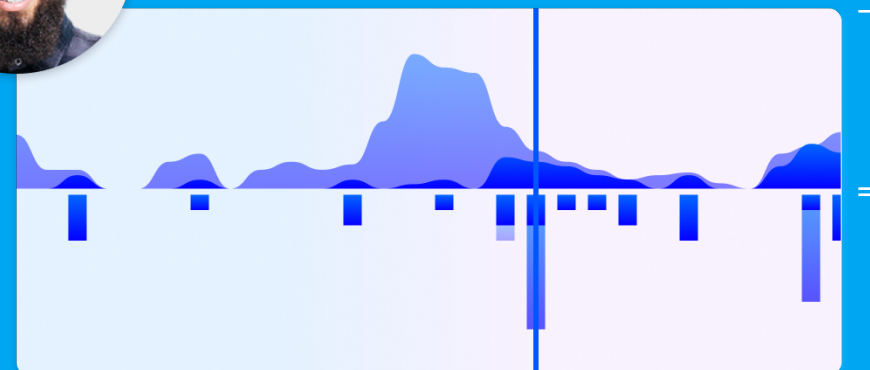
Solution Overview

SetSail is a complete data-to-action Revenue Execution Platform for all customer teams.

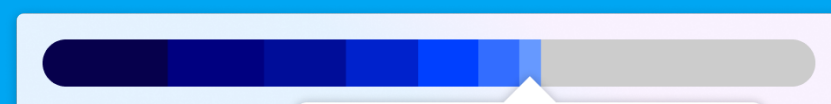
The SetSail Platform unifies all customer interactions, uses AI to identify and track key buying signals, and incentivizes teams to act through automated sales programs.



76% likely to attain quota
Miles Trevino



BUYING SIGNAL PERFORMANCE



Accepted and Completed Meetings
3/10, 140 points earned, on-target

Key benefits



Save time on sales data entry

Unify and enrich your sales data in your CRM



Gain visibility into rep behavior

Track leading indicators of revenue in rep activity



Scale sales manager coaching

Empower managers with performance insights



Ramp new hires faster

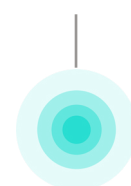
Ensure reps are doing the right activities from Day 1



Increase average rep attainment

Motivate top rep behaviors consistently and at scale

How it works



Collect

Unify and enrich all sales data by automatically capturing interactions across email, calendar, CRM, and more



Discover

Identify deal drivers and turn them into buying signals you can track and reward



Track

Get a quick view of how your team performs across key buying signals to proactively address gaps



Accelerate

Motivate top sales behaviors with automated micro-incentives

+16%

Higher attainment

33%

Faster ramp time

15×

ROI on incentives

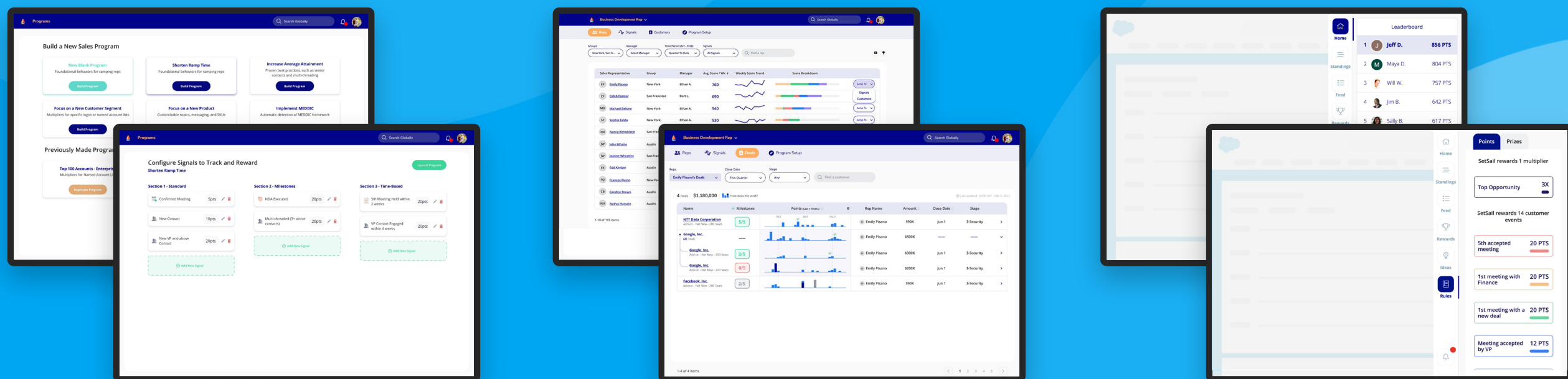
learn more at setsail.co

Empowering RevOps, Sales Managers, and Sales Reps

Sales Ops
Build and Configure

Sales Leaders
Coach and Measure

Sales Reps
Motivate and Reward



The SetSail Platform Advantage

A flexible, scalable, secure platform to support
your Revenue Execution journey

97% accurate
data collection
and mapping

01

A library of
400+ custom-
izable buying
signals

02

Complete
automation of
sales programs

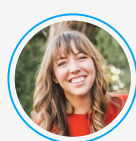
03

Built-in smart
micro-incentive
management

04

Why customers love SetSail

“SetSail helps drive sales productivity
by incentivizing our revenue teams
to focus on the right behaviors.”



MEREDITH ROSENZWEIG
GTM SYSTEMS LEADER, DROPBOX

“This is essentially the customer
foundation that will allow us to know
our customers better, whether it’s for
better marketing, faster sales, or a
more connected customer experience.”



ROBYN SABLOSKY
AI PRODUCT MANAGER, CISCO



learn more at setsail.co