



New Business Technologies

# smartCoach

Use it in your Organization to ensure accurately targeted and cost effective coaching and training of your Sales Force



## Key benefits ensured:

**Alignment with sales & marketing strategy:** Evaluation criteria refer to required standards of strategy and sales behaviors.

**Simplicity:** User friendly tool, simple coaching form. All the reports are easy to read. Data is presented as both graphs and tables.

**Easy to access:** On line system is fully accessible from iPad and PC. Application is available whenever and wherever, independent of internet connection, which enables entering the ratings just after a visit and ensures reliability of evaluation.



**Integration:** Results of coaching in the field are linked with other development processes (e.g. Performance Management). All the development processes are in one place. Coaching is not a process separated from other evaluation & development processes. It is a part of the whole employee evaluation.

**Full customization:** The tool will be customized to individual Organization needs & structure and can be linked with Client authorization system.

**Data security:** Access to information contained in the reports is selected and based on a function: Sales Manager is allowed to score coaching day, other functions read only (BUD, Training, SR).

**Dedicated Helpdesk:** Part of our team is dedicated to the project (maintenance, support, development) and helpdesk can be linked to the Client HelpDesk system.



New Business Technologies  
ul. Mangalia 4, 02-758 Warszawa  
tel./fax: +48 22 550 09 64  
e-mail: handlowy@nbtech.pl www.nbtech.pl

