



Mobile Video-Empowered Onboarding

Video-complemented training accelerates onboarding, fosters engaged employees and promotes retention

Recent sales training studies show that it can take 5 to 6 months to properly onboard a new sales rep and 10 months before they're working to full capacity. Allego customers have been able to accelerate their onboarding time by up to 60%. Using Allego's mobile-video sales enablement platform will allow your organization to shorten those gaps and get your sales force performing more efficiently. Successful implementation of video-enabled platforms to onboard sales teams can result in:

10 months

before a new sales rep is working to full capacity



Overall cost savings

Organizations implementing video sales tools typically save anywhere from \$1000 to \$3,000 per person. In fact, Oracle reported seeing \$10 million in savings by using on-demand video as part of sales training.

Less employee turnover

According to a recent Gallup survey, "...ongoing development is a fundamental job expectation and top retention factor for millennials...". And Forrester reports that 75% of polled employees prefer video as the means to consume lessons.

Increased productivity

Companies whose sales leaders actively coach individual opportunities see a 14% shorter average sales cycle.

Components of a successful onboarding process



Coaching

Providing an internal resource that an employee can consult with will foster collaboration. Also, training may not always provide answers. A coach can help fill in the gaps.

With video-enabled training, organizations can ensure that materials are being consumed and retained more effectively than costly on-site meetings. The speed at which content can be developed and disseminated will also ensure that you're arming your employees with the timeliest information.



Reinforcement

50% of learned content is not retained within five weeks. Reinforcement of themes and concepts will aid in retention.

Contact Allego to learn how implementing a robust video sales enablement platform can help your organization accelerate your onboarding.



Communication

Regular communication and content sharing, especially with remote employees, promotes an employee's sense of belonging and morale. Choosing the best means of delivering that content for a mobile team is key.

www.allego.com

781.400.5671

salesinquiry@allego.com

Sources:
http://www.forentrepreneurs.com/bridge-group-2015/#What_do_you_require_as_experience_when_hiring
<http://www.thebrevetgroup.com/21-mind-blowing-sales-stats/>
<http://www.gallup.com/businessjournal/194204/millennials-job-hoppers-not.aspx>
<http://kzoinnovations.com/15-stats-about-sales-training-you-wont-want-to-ignore>
<http://aberdeen.com/research/9442/r-sales-coaching-training/content.aspx>
<http://www.forbes.com/sites/ciocentral/2011/06/13/seeing-is-believing-video-will-transform-business-intelligence/>
https://cdns3.trainingindustry.com/media/3203836/spi_thefutureofsalestraining.pdf