



Sales Enablement That
Wins Sellers and Buyers



Allego Modern Learning

GROW SELLER SKILLS AND KNOWLEDGE
TO WIN BUYERS WITH CONFIDENCE

Challenge: Driving Learning That Sticks

The learning environment sellers face today is far more dynamic than ever before. Products evolve, markets change constantly, competitive messaging must be countered, and customers demand immediate responses.

Formal learning in the form of instructor-led sessions, eLearning courses and quizzes make up about 90% of the training done today, yet salespeople learn only 10% through formal learning.

Solution: Allego Modern Learning

Traditional onboarding and training approaches are rapidly outdated and quickly forgotten. Allego Modern Learning ensures sellers have the skills, timely knowledge, and supporting materials to accelerate success.

With Allego Modern Learning, training, enablement, and L&D teams can share best practices from the field and deliver bite-sized learning that sellers need to succeed in today's dynamic business environment.

How We Help



ONBOARD & TRAIN SELLERS

Deliver collaborative learning and reinforcement in seller workflows



COACH & CREATE TOP PERFORMERS

Eliminate skill gaps and scale coaching with AI



LAUNCH PRODUCTS & PROCESSES

Ensure reps can articulate new messaging with prospects

What Makes Us Unique?

To acquire a new skill, sellers must apply it up to 20 times, which formal training alone can't solve. With Allego, sellers improve by seeing how top performers sell and practice conversations in lifelike simulations. As a result, they pick up how to lead conversations with confidence and win over buyers.

Why Choose Us?



SELLER-CENTRIC DESIGN

We deliver learning, content, and coaching in the flow of how sellers work



AWARD-WINNING SUPPORT

Our customer success team has decades of experience across tech, financial services, life sciences, and manufacturing for faster time-to-value



INTUITIVE USER EXPERIENCE

Our proprietary video technology and mobile app is easy to access and use



OPEN ARCHITECTURE & INTEGRATIONS

Over 120+ out-of-the box integrations with LMS, LXP, HR systems, BI tools, and more



COMPREHENSIVE. YET FLEXIBLE.

Deploy standalone, best-in-class products. As you grow, expand to the full platform



POWERED BY AI

Drive more successful outcomes by scaling & personalizing learning recommendations

Onboard and Train Sellers

Streamline your learning and reinforcement using personalized learning journeys, AI-powered microlearning and automated competency tracking

Share bite-sized insights from experts and peers, delivered in the moment of need



Coach & Create Top Performers

Develop skills using video roleplay, in-person coaching, simulated objection handling, call coaching, and AI-powered coaching and feedback

Launch Products & Processes

Manage, distribute, and contextualize key launch information using easy-to-capture explainer videos

Establish a feedback loop from Sales to Marketing to understand which messages and content work

Features We Love



AGILE CONTENT CREATION

Create and share best practice videos or clip snippets from calls in just a few clicks



HOT SEATS & DIALOGUE SIMULATOR

Test skills with rapid fire objections or simulate conversations with an AI-generated actor



AI VIRTUAL COACHES

Scale learning by deploying a dedicated AI virtual coach for any enablement initiative



STRUCTURED COURSES & LEARNING ANALYTICS

Create courses with exercises, quizzes, or experiential learning—and measure progress



FLASH DRILLS & REINFORCEMENT

Give learners a fast and fun way to reinforce training by using mobile friendly flash cards

What Our Customers Say

30 MIN

Nuveen saved 30 minutes per week for each seller by delivering training virtually

“ We are able to bring timely, relevant market information” to the sales team—information that would have once taken days or weeks to communicate.

nuveen

A TIAA Company

JOY CRENSHAW

Head of Sales Development

[READ THE CASE STUDY »](#)

Our Humble List of Accolades



Curious?
GET A DEMO TODAY
www.allego.com

ABOUT ALLEGO

Allego is the future of sales enablement. Our sales enablement, learning, content management, and conversation intelligence products accelerate performance for sales and other teams. Allego is AI-driven and seller-centric, with the power, agility, insight, and ease you need to drive results in a hybrid world—all in a single app. More than 650,000 professionals use Allego to equip sellers with intelligent training, coaching, and content that engages and converts buyers. Learn more about sales enablement that wins sellers and buyers at allego.com.