80% of sales teams process over 500 contracts each month, but few are automating the entire process.

Modern strategies for B2B sales success

How are leading sales teams managing these changes? By using modern technology to unlock more efficient workflows.

Larger buying teams & longer sales cycles

Average sale involves 10 people over 17 weeks.

Buying experience matters more than ever

89% of business buyers say experience is as important as products and services.

More information available to buyers

45% are using more sources to research and evaluate purchases.

The sales landscape is increasingly complex

How are leading sales teams preparing for these changes?

Increase selling time with customers

Improve customer experience

Use data to make informed sales decisions

Automation is the key to maximizing personalized sales efforts

Which sales activities are companies automating?

41% Data entry

39% Prospect outreach

39% Contact generation

37% Contract execution

36% Prospect monitoring

33% Order management

31% Pipeline management

14% Post-sale actions

Leading sales teams are using the Docusign Agreement Cloud to automate contracting in their sales process to free up more personal selling time.

90% of contracts signed in less than one hour

20% more satisfied customers

20% 4-6M annual savings/dollar/cap/four/cap/hyphen/cap/six/capM

300% increase in CRM adoption

Prepare

Sign

Act

Manage

Prepare

Sign

Act

Manage

Learn how a digital system of agreement can give your sales team an advantage

Do business faster by automating how you prepare, sign, act on and manage agreements.