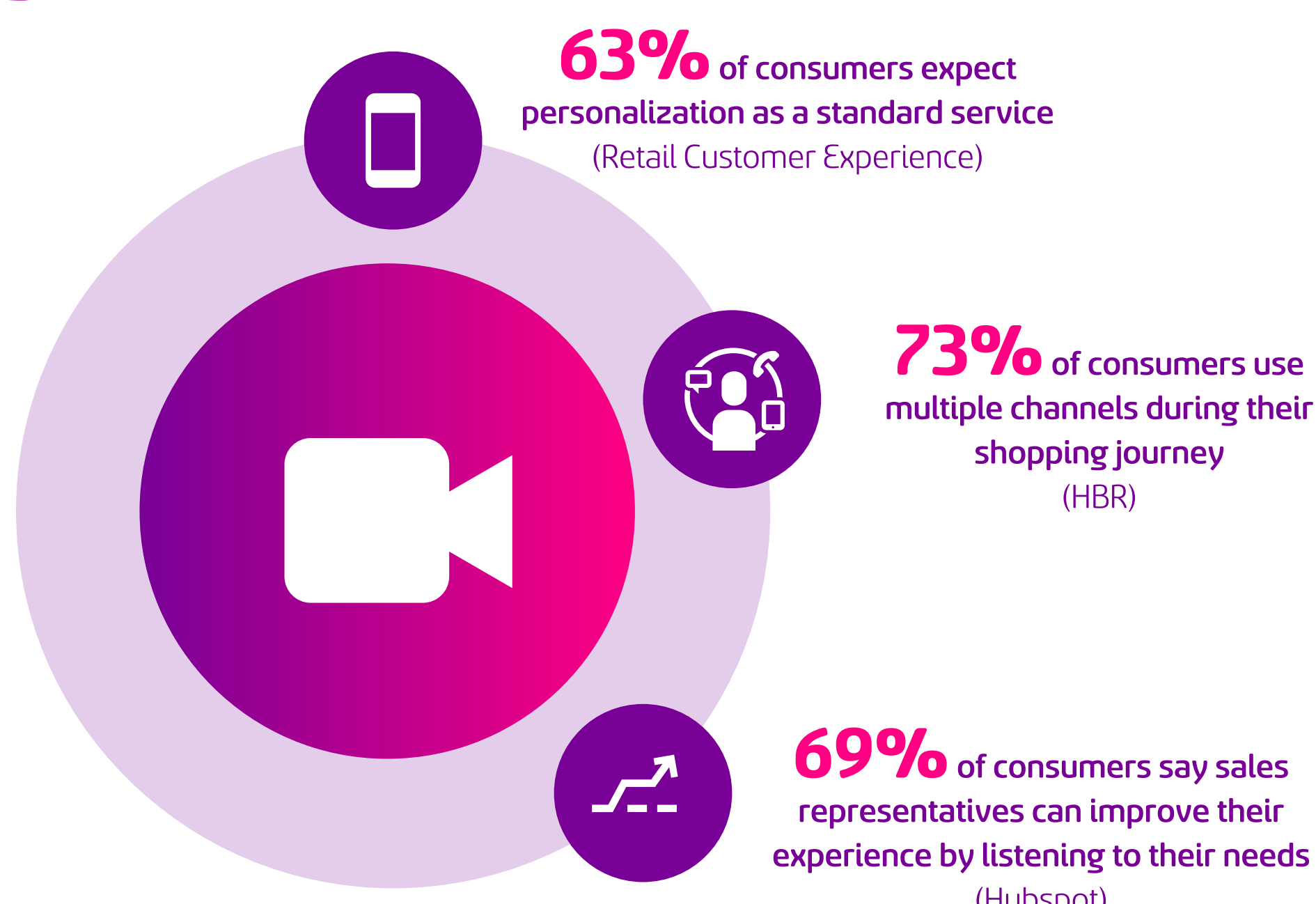


## Choose the right sales partner

## Communication preferences have changed



## Sales trends have as well

**41%**  
of sales leaders say customers want more digital communication (Zendesk)

**81%**  
of sales professionals use video conferencing more with limited face-to-face meetings (LinkedIn)

**57%**  
of high-performing sales organizations use AI to improve internal processes and customer experience (Salesforce)

## But sales teams are lagging

**40%**  
of salespeople can't understand customer pain

**40%**  
of sales teams don't have a playbook

**60%**  
of salespeople don't meet their quotas

(Hubspot)

## Brands are turning to the sales experts

**85%**

Of logistics leaders say it's not a question of whether to outsource, but how much to outsource (Gartner)

## Top reasons companies outsource sales

(Finance Online)

- 24%** Increase efficiency
- 18%** Increase expertise
- 16%** Increase flexibility
- 15%** Free up employee time
- 12%** Increase resources
- 12%** Reduce operating costs

## Choose **TP** boost from Teleperformance

- ✓ Gain a competitive advantage from our proven practices
- ✓ Implement end-to-end services that cover all aspects of successful sales programs
- ✓ Increase and accelerate sales with a globally tested and proven framework
- ✓ Scale and ramp quickly with advanced recruiting, training, and rewards programs