

Billing and payment software solutions purpose-built for contractors and suppliers.

**Ambition enables Levelset to design a clear roadmap for reps at every level, run context-rich 1:1s, and break down team silos for a distributed sales team.**

## CHALLENGES

Little visibility into reps' progress to goal—with no single source of truth

Time-intensive (manual) competition tracking and coaching

Unevolved sales culture with no easy way to recognize reps in real-time across distributed office locations in New Orleans and Austin

## SOLUTION

Scorecards that help facilitate the growth, learning, and development of inexperienced sales reps

Automated competitions that fuel a team of people who love to compete against their own personal best and others'

Coaching moments that are 'memorialized' and built upon each other week over week

## RESULTS

All Levelset reps make their **first dial of the day within 10 minutes of the Ambition trigger firing**, on average

Realized optimized rep productivity during the height of the pandemic with Ambition and upped seat count by **55% in a work-from-anywhere world**

Managers experienced significant **time savings for both scheduled and unscheduled coaching moments**



"It's not always about creating culture—it's about unifying culture—especially with distributed offices. **Ambition** matches up people who live in two different cities, and make them one true team."

**Steve Posey, Director of Sales Enablement**