

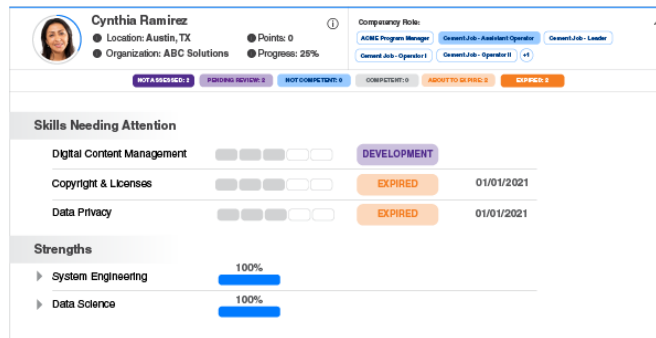
Skills Management for Sales



Global sales teams sell into technically complex environments, requiring both core sales competencies and technical skills unique to the business to win deals. To effectively train and deploy the right team members to the right opportunity for the highest chance of success, sales teams need visibility into the critical skills inventories of their workforce.

KAHUNA CAN HELP

Kahuna helps sales management and sales operations ensure the right team is assembled with the right skills to give the enterprise the best opportunity of winning new business. This is enabled by giving the leaders visibility into the critical skills inventory of the team. Additionally, Kahuna enables learning and development teams to create and roll-out individualized development programs based on specific gaps or areas of growth and measure the effectiveness of that training.



CREATE A MORE SKILLED SALES WORKFORCE WITH KAHUNA

Kahuna’s mission is to empower the enterprise to create a more competitive and skilled workforce. With our modern skills management platform, organizations gain a validated and objective view of their workforce capabilities, align talent supply against current and future demand, and increase the return on training investment.

BENEFITS

Win more deals and increase top-line revenue by assigning the right people to the right opportunities based on skills data.

Reduce training spend and minimize training hours.

“We believe we can be 8% more efficient across our entire pipeline by putting the right team of SME’s in place versus using a generalized approach.”

- Director of Sales Enablement



Transform your Sales Enablement efforts to focus on skills and competencies

- Utilize Kahuna's flexible role structure to curate and assign skills for general Sales competencies, or more technical and opportunity-specific skills based on industry, customer, technology or equipment.
- Obtain a holistic view of proficiency based on learning, demonstrated behaviors, or real-life sales experience with data integrated into Kahuna from your CRM.

Use skills data to match the right sales staff to the right opportunities

- Utilize rich competency, proficiency, and role readiness data that is curated for the specific opportunities your team is pursuing.
- Identify talent meeting specific criteria in Kahuna's Talent Finder.
- Publish user data to your CRM or any consuming system with Kahuna's integration functionality.

Align Sales skills with forecasted demand

- Evaluate your global sales teams' current skills supply against the forecasted demands of the industry for targeted skills gap closure and recruitment in Kahuna's Capability Planning Workbench.



Create a more skilled sales workforce with Kahuna. [Click here to request a demo.](#)