Dynamic Customized Pitches that Close More Opportunities and Sales

Arm field reps with sales tools that enable them to deliver powerful, data-driven sales pitches in-store. With StayinFront PitchBook®, reps engage store managers with store-specific data and strategies and sell more in every store visit.

Design Professional Sales Pitches

Create professional pitches with StayinFront PitchBuilder®, a template-based design tool that lets home office users customize pitches with brand logos and messages, photos of new displays, commercials and videos, and high-res images of new products.

Consistency and Flexibility

Control the message and look and feel of your brand, while giving field reps some flexibility to adapt to what’s happening in the store.

Dynamic Data-Driven Pitches

Pitches are based on factors in each store. Current shelf conditions and store-level and market POS data is used to drive targeted pitches and recommendations that lead to more orders, better display locations and increased market penetration.

- Show buyers how their store ranks compared to their market, region or chain
- Demonstrate substitution scenarios and calculate ROI
- Make recommendations and suggest orders to generate more sales

Multimedia Impact

Multimedia increases engagement and adds visual impact to the sales story. Highlight photos of new and high-performing displays, play videos of upcoming commercials and even use augmented reality to show a store manager how a display will look in the store.

Closing The Sale

Live data and presentation tools in the same application enabling reps to easily confirm participation in a promotion, place an order for a new display, and quote and submit orders on-the-spot with on-screen bar codes.

Analyze and Improve Results

PitchBook records movement through presentations so managers can quickly determine what’s working and refine pitches to keep them relevant in changing field conditions. Capturing this feedback gives managers visibility into which pitches were presented, which slides were shown and the duration of each pitch.