

Live Coaching Allows for Faster Deal Closing

How AllVoices Uses Jiminny to See Results



Overview

AllVoices is an anonymous reporting platform that simplifies collecting, managing and resolving workplace issues and helps their customers proactively identify and address the patterns of those issues to improve the employee experience.



The Challenge

Jake Lytle, Director of Sales at AllVoices, needed the perfect conversation intelligence tool to support building out his team as they started moving toward a successful outbound model. Switching from a competitor, they had multiple requirements.

Requirements

**ROI /
Affordability**

**Coaching
Strategy**

**Great
Support**

The Outcome

Coming from a competitor switching to Jiminny was driven by its affordability, ROI, and exceptional coaching features, which have greatly enhanced the productivity of coaching conversations. The platform's live coaching capabilities engage managers and coaches effectively, accelerating deal closures. Features like Sidekick, coaching frameworks, and Team Insights ensure comprehensive onboarding, training, and sales processes, minimizing lapses.

Outcomes

"Coaching conversations are infinitely more productive, now we're able to have conversations that are so much more based around data"

Jiminny's live coaching feature has allowed managers and coaches to be more engaged and support members of the team in a timely manner, leading to moving deals across the line faster than ever before.

Incredible Support

Always here to support and customise your experience.

"Infinitely Better" Coaching

Receive feedback and deliver live coaching effectively

"The affordability and ROI vs. the competitor we were using is also very clear"



"The way we're able to leave feedback within the platform is infinitely better than what we had been using"

Jake Lytle, Director of Sales