

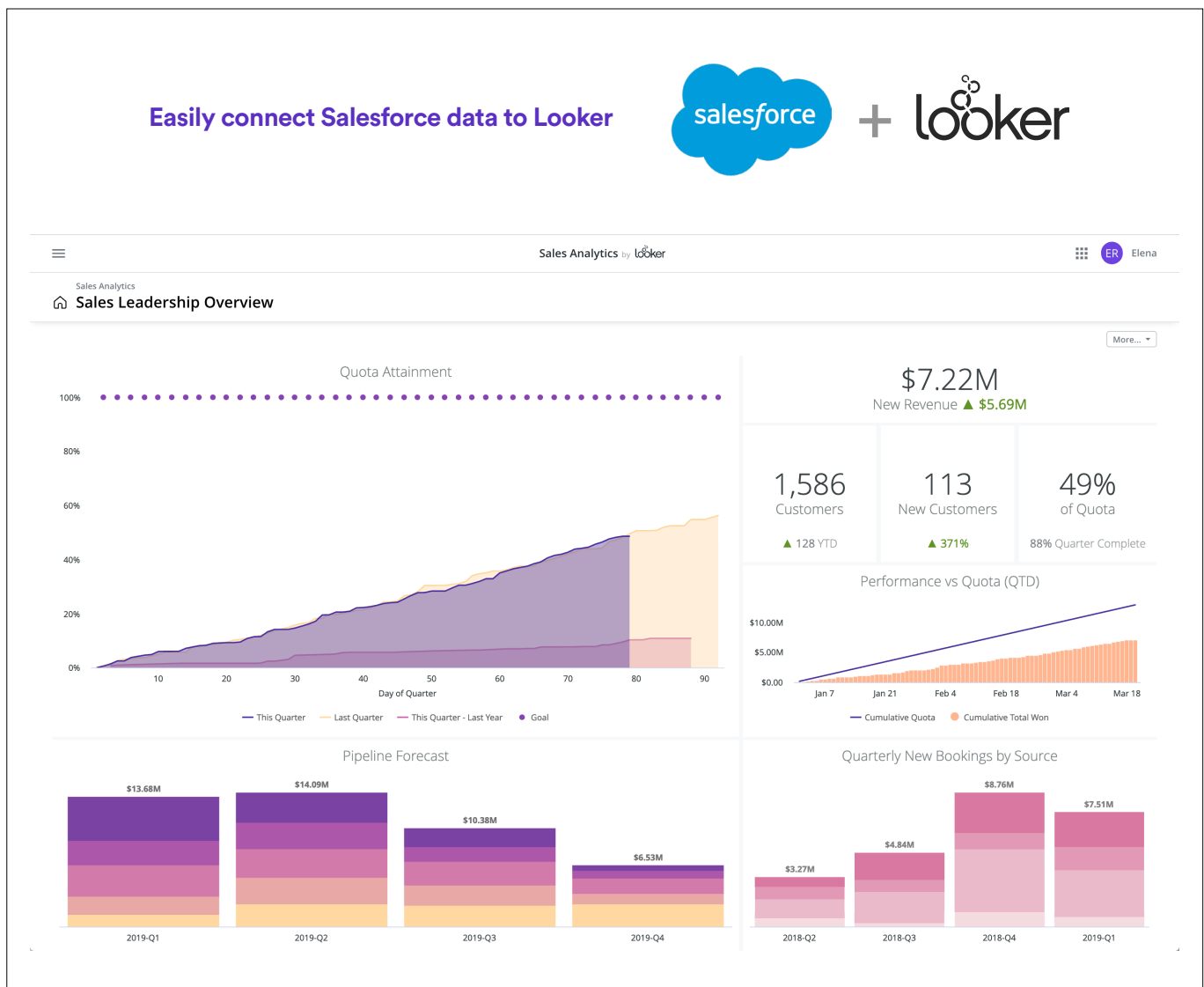
Sales Analytics Application

Discover. Understand. Optimize.

Looker helps maximize pipeline and drive revenue by providing an analytics application that gives sales teams a clear and cohesive picture of their entire sales lifecycle.

Plug-and-play for fast value

Looker's application has workflows for everyone on your sales team—from rep-specific pipeline analysis to sales effectivity optimizations, to team-wide forecasting. With Looker's out-of-the-box reports, you can quickly bring order to leads, contacts, opportunities, and accounts for your entire sales organization.



Purpose-built, endlessly adaptable

Salesforce data sits at the center of every sales team, but every company's set up is unique, and every employee's needs are different. You can manage every level of your sales organization with robust, customizable and purpose-built workflows for:



Sales Reps

Get a complete view of quota attainment and pipeline health to identify your most promising opportunities and move the needle forward.



Sales Managers

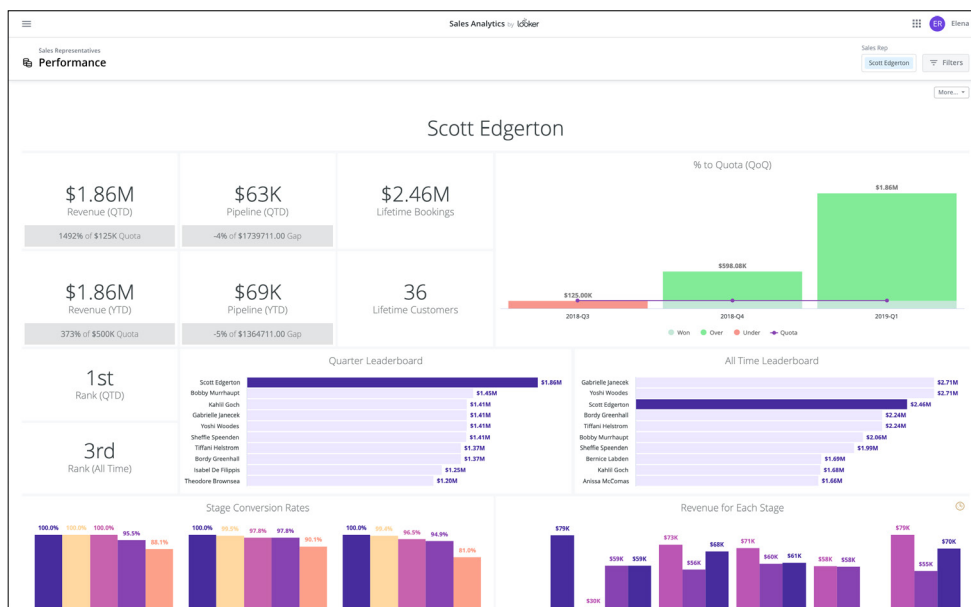
Identify and strategize around every lever you have to pull—from what makes top reps successful to strategic opportunities in new segments or regions.



Sales Ops

Offer reps and managers pre-built reports for self-service while you drill into the data to make every part of sales more effective and efficient.

Easily see individual rep performance in relation to the rest of the team:



Designed to scale for tomorrow's complexity

The Looker platform lets you access data from other systems to get a full understanding of your leads and customers.

Go beyond sales analytics with the Looker platform:

- Full funnel view
- Customer health metrics
- Customer 360°
- Multi-touch attribution

+ Many other marketing and company-wide use cases

“We rely on massive CRM data sets...with Looker, each member of the sales team is emailed their Looker CRM dashboard in the morning allowing them to quickly prioritize their day...The results of this type of access and actions have allowed us to reduce monthly involuntary churn by 92% in just two months.”

Steven Lucas

Head of Customer Experience at Receipt Bank