

KPI – Deal size

Copilot Workshop

Request information on the Copilot for Microsoft 365 online Workshop



Revenue achieved per sale can have many factors but the most common way to increase it would be through cross selling to include more items in the sale.

How Microsoft Copilot can help increase revenue per sale

Improve quality of customer-facing materials

- Improve marketing content with clear value propositions
- Create more compelling proposals and RFP responses
- Make emails and chats more impactful

Create a proposal

- Improve product training content
- Compare sales across regions or other variables

Improve targeting

- Analyze current product mix and cross sell success

Improve customer meetings

- Prepare for the meeting
- Focus during the meeting
- Generate follow up communications by pulling CRM data into emails

Roles

Increasing revenue per sale can require input from:

Account Manager

Product teams

Technical Sales

Product Marketing

Training staff

Finance

Microsoft AI solutions

Copilot for Microsoft 365

Copilot in Dynamics 365 Sales

Copilot for Sales

LOOK