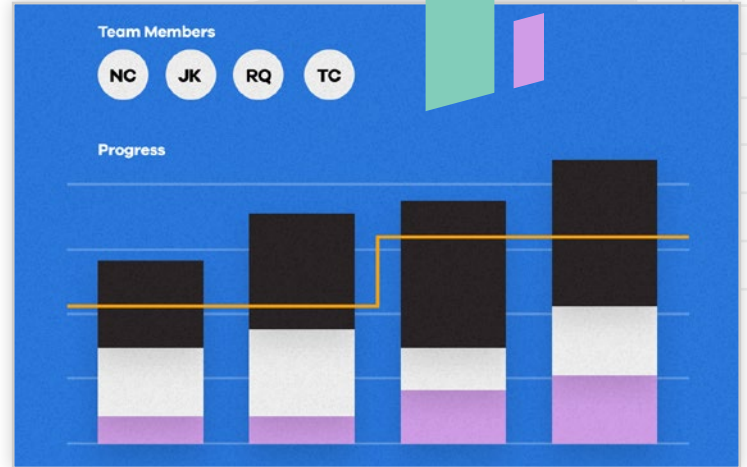




ACCOUNT MANAGER

Increase pipeline and grow revenue with a deeper understanding of your key accounts

Account planning software that turns sales teams into sales wizards.



Discover, develop and win new business.



Uncover whitespace and create actionable plans.

Altify Account Manager identifies new opportunities and aligns the entire revenue team around actionable, trackable account plans.

- Instantly see where your solutions have been deployed.
- Build and track progress on account plans that execute on customers' needs and goals.



Align strategy with buyer motivation.

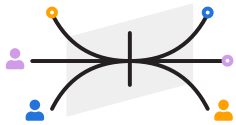
Insight Maps allow teams to visualize accounts' needs and understand motivations and challenges.

- Stay ahead of customers' goals and the pressures impacting them.
- Foster collaboration across revenue teams with real-time visualization.



Since we implemented Account Manager, we've generated \$400M in new pipeline, our average sales price has increased significantly, and greater collaboration across virtual teams has made it a real team sport."

Patrick Tupper
VP Sales Enablement, Workday



Uncover potential with a 360-degree view

- Visualize the most important and actionable information of your account plan
- Collaborate across the entire revenue team
- Track progress, objectives, actions, customer insights, and team resources



Plan for growth

- Increase your average deal size by selling to existing customers
- Coach best practices and collaborate on account reviews
- Boost visibility and highlight value with analytics



Turn relationships into revenue

- Align the revenue team with customers' strategies
- Foster loyalty and retention by putting your customers at the center
- Understand your buyers' business pressures, goals, and obstacles

Used by the world's top companies

LUMEN®

workday.



Hyland®

Johnson Controls



Ready to get things done?

Let us show you what Account Manager can do.

[Request a demo](#)

Upland Software (Nasdaq: UPLD) is a leader in cloud-based tools for digital transformation. The Upland Cloud enables thousands of organizations to engage with customers on key digital channels, optimize sales team performance, manage project and IT costs, and automate critical document workflows.

