



OPPORTUNITY MANAGER

End-to-end guided selling.

Altify's Opportunity Manager guides sellers to focus on the elements of their opportunities that drive success to deliver win-win outcomes.



Deliver pipeline and deal execution with data and coaching.



Win the deals that matter.

Altify Opportunity Manager helps sellers identify the right deals and align with customers to win more opportunities.

- Deliver the best outcomes for your company and your customers.
- Say no to the wrong types of opportunities and yes to the ones you can win.



Coach sellers in real-time.

Focus sellers on the elements of their opportunities that drive success.

- Prompt salespeople to assess deals in context, uncover risks, and take action.
- Provide direction based on proven methodology and insights.



When we use Opportunity Manager, our win rate **increases by 84.3%** when we properly qualify our deals and our average **win rate is 45.8% higher**. Additionally, when we have at least 3 mentors or supporters on a relationship map for larger deals, our win rate on those **opportunities increases by 137%**.

Adrienne Walker
Director, Sales & Success Effectiveness, Autodesk



Collaborate across the entire revenue team

- Give sales managers a comprehensive overview of in-flight opportunities
- Proactively recommend next steps for reps
- Develop a competitive strategy to win



Pursue the opportunities you can win

- Maximize productivity by focusing on the right opportunities
- Map relationships and political landscapes
- Guide sellers to progress key deals



Deliver win-win outcomes

- Align with customers' business challenges
- Gain executive credibility
- Find unique business value and solution fit

Used by the world's top companies



Ready to get things done?

Let us show you what Opportunity 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.

