Next-Gen Sales Training

Empowering Modern Sales Teams with AI, Gamification, Strategy & ROI

How AI Roleplay Tools Are Transforming Sales Training

25–60%
Digital learning boosts retention from **8–10%** to **25–60%** (Shift eLearning).

19%
Reps receiving regular feedback improve quota attainment by **up to 19%** (LinkedIn).
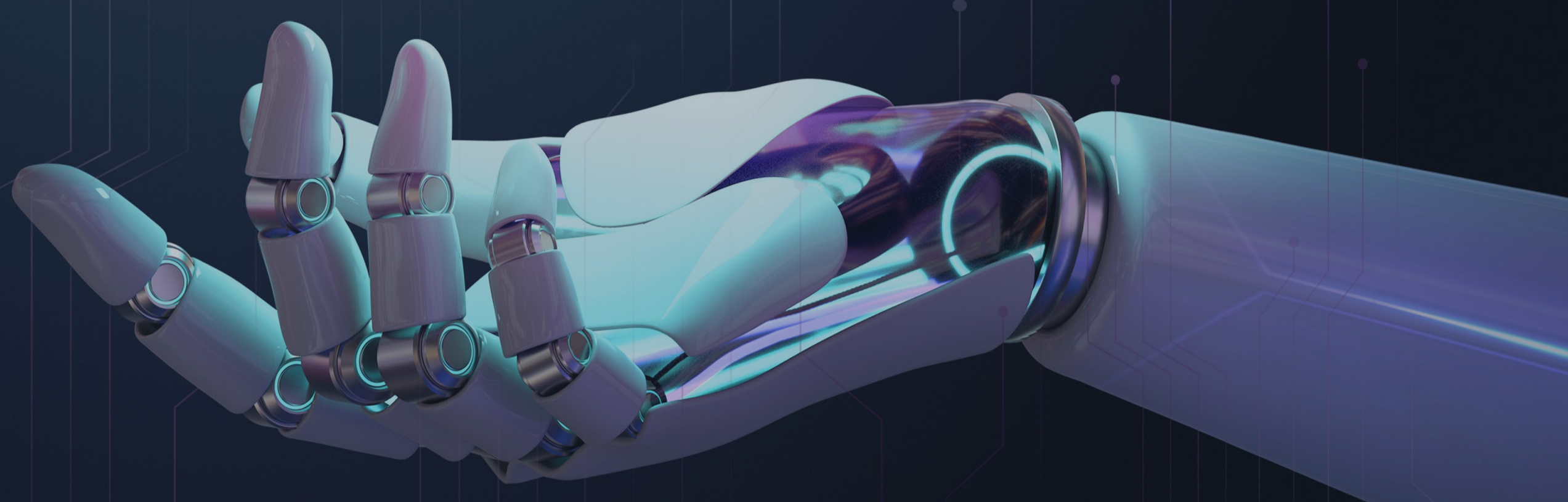
50%
Personalized learning increases training effectiveness by **up to 50%**.

48%
48% of salespeople primarily learn through trial and error (ASTD Research).

AI-powered roleplay enables reps to practice high-stakes conversations on demand with real-time feedback—accelerating ramp time, increasing engagement, and scaling coaching across the team.

Gamification in Sales Training: Engaging the Modern Salesforce

78%
78% of learners say gamification makes training more enjoyable (BuildEmpire).

40%
Gamification improves knowledge retention by **up to 40%** (Psico-smart).

45%
72% of employees feel leaderboards increase motivation; sales gamification can boost margins by **up to 45%** (Salesforce).

90%
90% of employees report being more productive with gamification (Zippia).

Gamification taps into reps' natural competitiveness to drive engagement, retention, and performance—turning training into a powerful motivational engine.

Strategies for Teaching Consultative Selling in the Digital Age

75%
75% of B2B buyers expect reps to deeply understand their business (Gartner).

19%
Communication and cross-functional teamwork improve win rates by **up to 19%** (Demodesk).

70%
70% of scenario-based learners feel better prepared for real-world situations (eLearning Industry).

Modern reps need to be part strategist, part technologist, and part relationship builder. Consultative selling in the digital age requires both soft skills and digital fluency—and the right training brings both to life.

Measuring ROI in Sales Training: Metrics That Matter

24%
Companies measuring training ROI see **24% higher profit margins** (ATD).

91.2%
Coaching-centric teams achieve **91.2% of their quota** (LinkedIn).

Training is only valuable if it drives measurable outcomes. With integrated analytics and sales performance tracking, you can draw a direct line from learning to revenue—and prove your impact.

How AI Roleplay Tools Are Transforming Sales Training

From AI roleplay to gamified learning paths, Unboxed helps sales organizations:

- Build sales readiness faster
- Deliver engaging, relevant learning
- Enable consultative conversations
- Measure ROI with confidence

Ready to level up your team?