

Sales Skill up Program with AI

REALLY RAPID!

Catalyst for Sales Success

Our **Sales Skill up Program with AI*** empowers exceptional progress in the education & professionalization of your sales force.

The unique combination of full access to a state-of-the-art technology platform* and professional coaching ensures structured learning outcomes aligned with organizational objectives.

**Chambr AI*

aliceatwork.com



Virtual Companionship

A new experience of skill-up



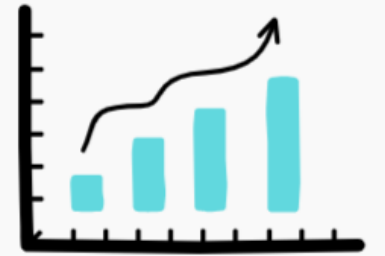
Your sales force



Access to Chambr AI
platform



Professional online
training & reflection
elements



Fast skill up &
improvement of sales
success

Sales Skill up Program

We offer you a full service package around the usage of Chambr AI, starting with a set-up meeting, guiding you through a 3 month enabling phase until the final reflection and debrief.



Roleplays with AI



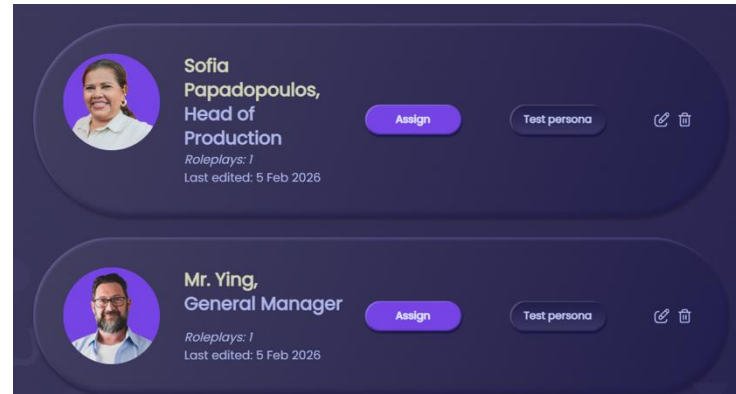
Sebastian Musso, CEO Skyblue Analytics

"With a complex enterprise sales motion, onboarding our AE team fast and making sure they were hitting quota was crucial for us as we scaled our company. Chambr helped us reduce the ramp up time of our newly-hired sales team to just 2 months instead of 5. Coaching them alone would have taken our sales VP 15-20 hours each month.

Doing role plays constantly each week with Chambr's custom AI personas also helped our sales team stay sharp on their discovery and demo calls. This had an overall increase of 12% in their productivity. For a sales team, that's huge!

We will start deploying Chambr for our SDR & CS teams."

Skill practice and transfer in a safe environment for sales calls.



Sofia Papadopoulos, Head of Production
Roleplays: 1
Last edited: 5 Feb 2026

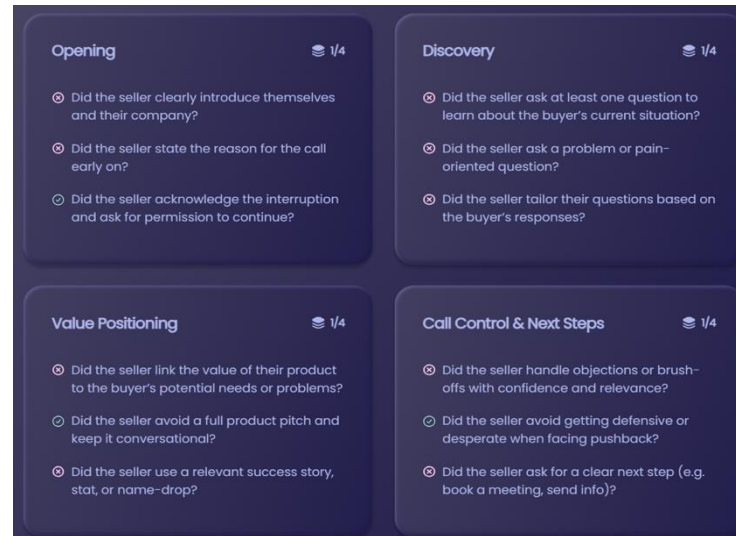
Mr. Ying, General Manager
Roleplays: 1
Last edited: 5 Feb 2026



Alexandra Popescu
Rank 1
Average Score: 81
Total Score: 81
Last 1 roleplays

Maria Cenusu
Rank 2
Average Score: 41
Total Score: 124
Last 3 roleplays

Irina Ignatescu
Rank 3
Average Score: 18
Total Score: 18
Last 1 roleplays



Opening 1/4

- Did the seller clearly introduce themselves and their company?
- Did the seller state the reason for the call early on?
- Did the seller acknowledge the interruption and ask for permission to continue?

Discovery 1/4

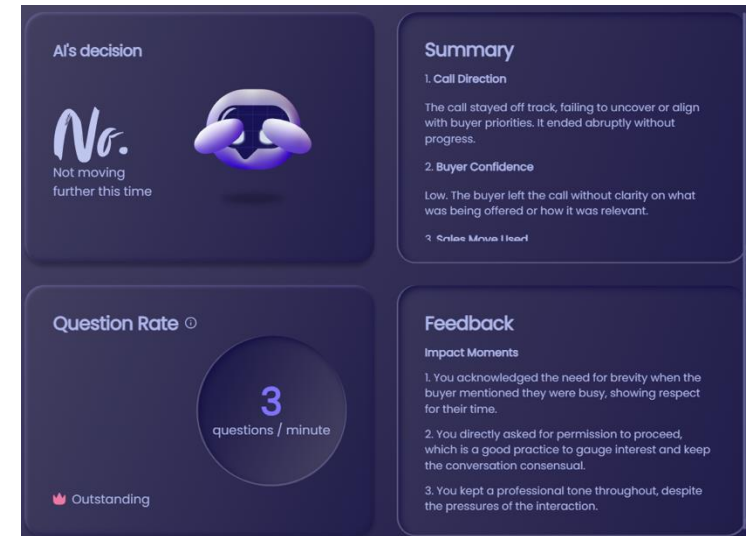
- Did the seller ask at least one question to learn about the buyer's current situation?
- Did the seller ask a problem or pain-oriented question?
- Did the seller tailor their questions based on the buyer's responses?

Value Positioning 1/4

- Did the seller link the value of their product to the buyer's potential needs or problems?
- Did the seller avoid a full product pitch and keep it conversational?
- Did the seller use a relevant success story, stat, or name-drop?

Call Control & Next Steps 1/4

- Did the seller handle objections or brush-offs with confidence and relevance?
- Did the seller avoid getting defensive or desperate when facing pushback?
- Did the seller ask for a clear next step (e.g. book a meeting, send info)?



AI's decision
No.
Not moving further this time

Summary

- Call Direction**
The call stayed off track, failing to uncover or align with buyer priorities. It ended abruptly without progress.
- Buyer Confidence**
Low. The buyer left the call without clarity on what was being offered or how it was relevant.
- Scripted Minutes Used**

Question Rate 3 questions / minute

Feedback
Impact Moments

- You acknowledged the need for brevity when the buyer mentioned they were busy, showing respect for their time.
- You directly asked for permission to proceed, which is a good practice to gauge interest and keep the conversation consensual.
- You kept a professional tone throughout, despite the pressures of the interaction.

Why work with us?

Organizations are renewing

... companies across all industries need to update and innovate the way they strive to sales, lead people and transform their business. They need new approaches and skills to expand their toolbox.

We know which ones.

People are smart

... companies have many talents, who can and want to learn the new skills quickly when they need them.

We don't believe in fully outsourcing important tasks but in competent guidance & skill up of people.

Technology adds value

... technologies like AI offer great opportunities and need to be leveraged wherever they add value. This happens best in combination with "emotional" human interaction and experience.

Our approach – digital yet human.

alice WORK

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part of ICG