

Qvidian LIMRA to host Roundtable Discussion for RFP Proposal Managers

Written by Australian Business

CHELMSFORD, MA, April 30, 2014 **/24-7PressRelease/** -- Qvidian, the innovator in sales execution solutions, in partnership with LIMRA, the leading research and learning & development organization for financial services, will present a panel discussion of best practices in supporting customers who are more educated than ever before. Moderated by Patty Lewis of LIMRA, this live webinar will be held April 29, 2014 at 2:00 p.m. EST and includes panelists from ABC.

What: Managing RFPs in the Age of the Customer

When: April 29, 2014 at 2:00 p.m EST

Who: Patty Lewis, Moderator, LIMRA Edgar Rodriguez, Great-West Sarah Fathbruckner, JP Morgan David Blume, Qvidian

Where: Register at <http://ow.ly/vVLt1>

Financial Services Advisors are under constant pressure to respond to a consumer audience that is more educated and empowered than ever. As a result, RFP teams are increasingly pressured to provide timely, accurate, and personalized responses to support sales. This webinar will feature LIMRA RFP Roundtable members who will provide real world examples of ways RFP professionals in financial services overcome daily challenges in being responsive in the age of the customer. Panelists will discuss best practices - as well as what pitfalls to avoid - in creating timely, tailored responses to win more deals.

To register, please visit: <http://ow.ly/vVLt1>

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Qvidian provides cloud-based sales execution solutions that enable companies to exceed quota targets, accelerate sales cycles, and win more business by closing the gap between strategy and execution. The company's innovative software and advisory services offer real-time insight to ensure sales teams do what's needed to win, by driving repeatable methodologies and making the sales organization more agile. With over 1,200 global customers including Dell, Citi, ADP, CA, and Splunk, Qvidian is helping organizations significantly increase their profitable revenues while eliminating waste and reducing costs. For more information, visit <http://www.qvidian.com> or call 1-800-272-0047 or +44 (0) 870-734-7778.