

Customer Success Story:

Honeywell Intelligrated improves Sales Management Excellence with the Skilo HR solution

The Company

Honeywell Intelligrated, part of Honeywell’s Safety and Productivity Solutions business group, is a global single-source provider of intelligent automated material handling solutions that drive distribution and fulfillment productivity for retailers, manufacturers and logistics providers around the world. The business serves more than 60 of the top 100 global retailers, including more than half of the top 100 internet retailers.

INDUSTRY	Logistics & Supply Chain
LOCATION	Mason, OH, USA
EMPLOYEES	2000+
SOLUTIONS	Performance Management, People Development



The Challenge

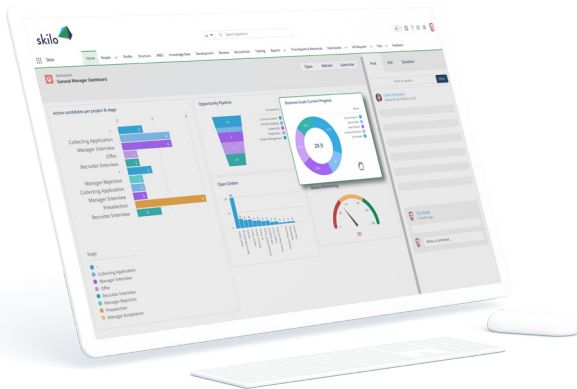
To serve its customers in the best possible way, **Honeywell Intelligrated** employs over 125 dedicated sales engineers and managers that use **Salesforce® CRM** to execute sales and account management activities. **Innovation and continuous development** are a big part of the company’s culture. As such, Honeywell Intelligrated developed the **Sales Management Excellence competency review program** to provide transparent and continuous competency development of its sales team. The program was ready, well documented and communicated within the organization. However, it needed a technology platform that could **enable sales engineers and managers to review competencies, plan developmental steps, and stay engaged in the program.**



The Solution

After researching many technology solutions, Honeywell Intelligrated decided to implement Skilo. The main reasons for choosing this platform was its native integration to the **Salesforce® CRM** platform and **ready to use competency review, coaching and development processes**. Skilo's **Talent Management** functionality is based on leading practices which can be deployed quickly and is easily adopted by employees. With Skilo, the Sales team could start implementing coaching

activities from within the Salesforce® CRM platform that provided an **intuitive** and **enhanced user experience**. The project started in August and was successfully deployed to all the users in a matter of weeks. With Skilo, Honeywell Intelligrated sales engineers and their managers can **plan, review, and evaluate sales excellence competencies** along with planning out meaningful development activities to help with **employee career development**.




The Outcome

Honeywell Intelligrated now has an intuitive solution that engages its employees in continuous competency development, development and career planning activities. This will lead to better sales and account management, increased employee satisfaction and most importantly, better service for its customers. Honeywell Intelligrated deployed Skilo to a pilot population first and it was deemed a big success.

Skilo team has done an amazing job on helping us enable sales competency review process at Intelligrated, a part of Honeywell. As part of our sales coaching, competency reviews is a critical component where competencies of sellers are reviewed by sales managers. Facing our authentic request, Skilo team has taken a professional approach to customize their solution to meet our needs. They have done a great job on understanding our requirements and building a world-class competency review solution. By making a positive decision on Skilo, you are not only buying a great tool but having an access to very smart resources that can help you build any process that will involve performance reviews.

— Burak Fenercioglu, Senior Principal Architect at Salesforce