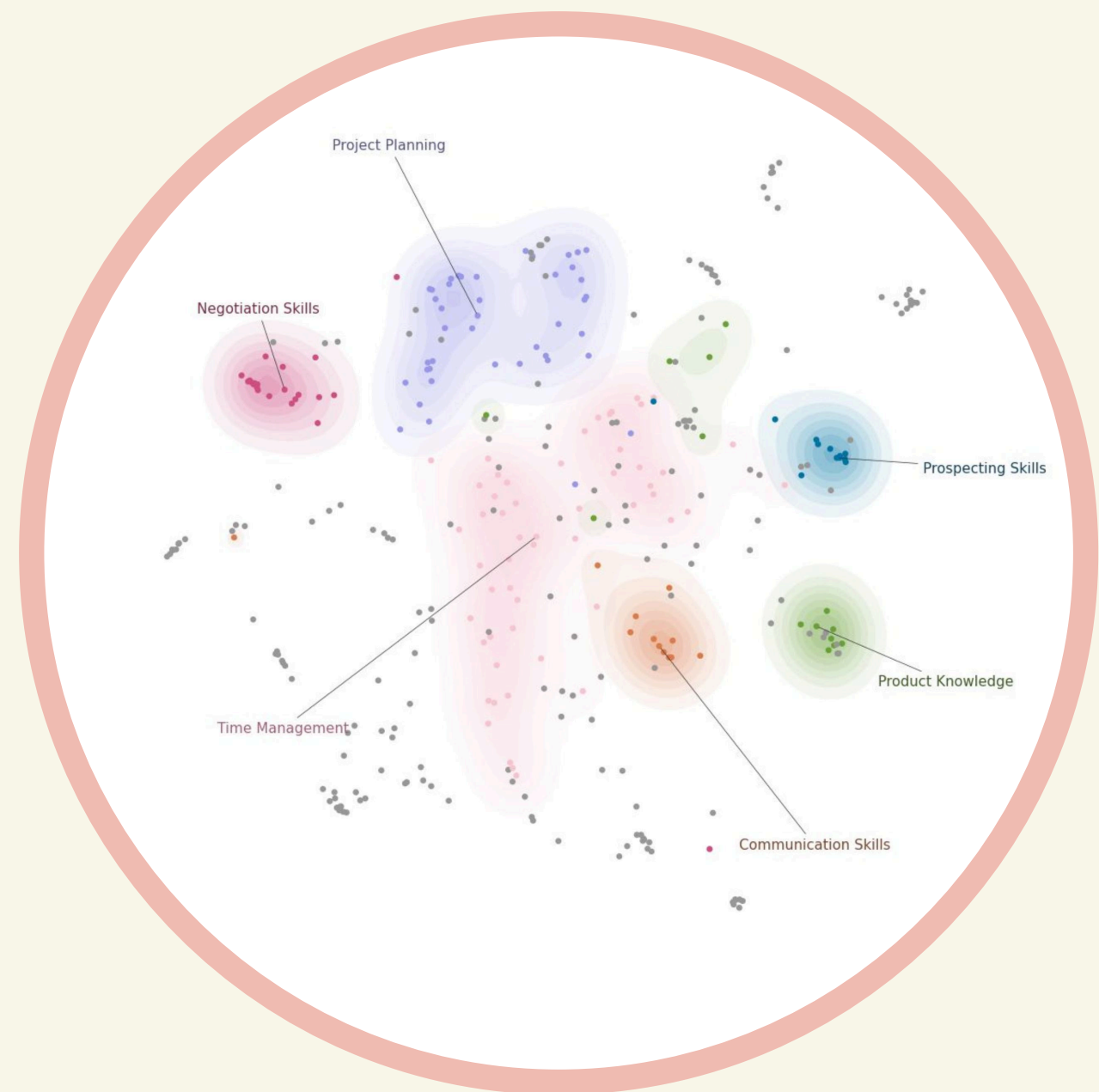


What Skills do AEs Want To Improve The Most In

People are most interested in improving in

- AEs are asking for support in time and project management, with negotiation, product knowledge, and communication cited less often
- This highlights a shift from purely selling skills toward operational efficiency and deal execution discipline.
- Prioritise enablement programs that build structured planning habits, effective time allocation frameworks & advanced negotiation training to drive quota attainment.



#	Development Request	%
1	Time Management	15.7%
2	Project Planning	12.2%
3	Negotiation Skills	6.4%
4	Product Knowledge	4.1%
5	Communication Skills	3.5%
6	Prospecting Skills	3.5%

NLP (Natural Language Processing): AI techniques that extract meaning from text; applied here to analyze qualitative sales responses.

All figures are based on aggregated development request data. Results are reported only where sample sizes meet statistical validity (minimum $n \geq 20$). Values represent average scores on a 0–100 scale, with confidence intervals and effect sizes assessed. No individual or personally identifiable data is shown.