

# TalentSync-AI

## AGI Sales Readiness Checklist

### “Is Your Sales Org Ready for Human-Level AI?”

This checklist evaluates your readiness to compete in the AGI-powered era of SaaS sales. Sales teams that adapt to AI will accelerate. Those that don't will be left behind.

#### I. Strategy & Vision

- ☐ Our leadership team has a defined AGI/AI adoption strategy for GTM.
- ☐ We've identified areas where AGI can augment or replace sales workflows.
- ☐ AI transformation is viewed as a competitive necessity—not a side project.
- ☐ We've evaluated the risk of doing nothing.

#### II. Sales Stack & Data Infrastructure

- ☐ Our CRM and GTM data is clean, structured, and integrated.
- ☐ We have real-time data flows across marketing, sales, and CS platforms.
- ☐ We've begun testing AI tools for personalization, forecasting, and outreach.
- ☐ Our team uses or is piloting AI copilots or assistants (e.g. ChatGPT, Salesforce Einstein).

#### III. People & Skills

- ☐ Our SDRs and AEs are trained in AI-assisted workflows.
- ☐ We are upskilling sales staff in prompt engineering, data interpretation, and AI tools.
- ☐ We have defined new roles for “AI operators” or “Revenue Ops Engineers.”
- ☐ We've reassessed hiring to prioritize hybrid thinkers over headcount scale.

#### IV. Process Automation & Intelligence

- ☐ We've automated key sales tasks like lead research, enrichment, and routing.
- ☐ Outreach is being personalized using dynamic AI insights (not just templates).
- ☐ Forecasting is enhanced by AI—not reliant solely on rep inputs.
- ☐ Churn risk and upsell opportunities are flagged by machine learning models.

## V. Futureproofing & Innovation

- ☐ We conduct regular AI readiness reviews with our GTM leaders.
- ☐ We're actively testing AGI-style agents for sales use cases.
- ☐ We have benchmarks in place to measure AI impact on performance.
- ☐ We're building partnerships with AI-native vendors and advisors.

### Score Your Readiness

0–10 boxes checked: Behind the curve – Your team risks falling behind AI-native competitors.

11–17 boxes checked: Modernizing – Solid AI experimentation in place, but you need a roadmap.

18+ boxes checked: AGI-Ready – You're leading the charge. Let's talk about scaling your AI playbook.

Get a free consultation from the TalentSync-AI team on how to build an AGI-ready sales motion.

Beyond readiness consultations, the TalentSync-AI Advisory Team empowers sales executives with forward-thinking strategies to accelerate revenue growth. Leveraging Gartner insights, our advisors help companies restructure sales processes around AI-powered personalization, reduce friction across the buyer journey, and shift from reactive sales execution to predictive engagement. By aligning people, data, and automation, TalentSync-AI ensures your revenue engine isn't just optimized for today—but built to scale tomorrow.

