

Sales Infrastructure, AI Visibility & Revenue Performance in 2026

PART TWO | LIVE EXECUTIVE SESSION | MARCH 4, 2026

After aligning marketing and sales for 2026, manufacturing CEOs face the harder question: Is your revenue infrastructure built to perform?

This executive session examines the systems, visibility, and measurement frameworks that determine whether sales teams consistently convert pipeline into predictable revenue.

Infrastructure determines execution capacity.

When sales infrastructure is weak, inefficiencies quietly erode close rates, extend sales cycles, and reduce the return on marketing investment. This session helps manufacturing and distribution leaders identify the gaps and prioritize the fixes that drive revenue performance.

Revenue Predictability

How sales infrastructure determines consistent pipeline conversion and forecast accuracy

Pipeline Consistency

Why effort alone does not fix structural gaps in opportunity generation and qualification

AI-Enabled Visibility

How modern technology improves traffic quality, intent scoring, and buying signal identification

Conversion Optimization

How to increase yield and close rates without expanding marketing budgets or headcount

Speakers



OUR SALES COACH
RESULTS GUARANTEED

Ken Cheo

President, Our Sales Coach

Sales accountability and performance systems
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Event Details

Session Focus

Systems, Tools & AI Resources for Sales Performance Growth

Date & Time

Wed, March 4, 2026
12:00 PM - 1:00 PM EST

Format

Online Webinar — Join from anywhere with an internet connection

Registration & Event Access

Register Now

LinkedIn Event

Executives responsible for 2026 revenue performance should not miss this session.

Register now: <https://webinar.oursalescoach.com/>

Hosted By

SmartFinds Marketing

Builds AI-enabled demand generation systems that drive measurable revenue growth for manufacturing and distribution companies.

smartfindsmarketing.com

Our Sales Coach

Develops high-performance sales cultures through coaching, training, and structured accountability systems.

oursalescoach.com