

## CSO Effectiveness

## Talent Management

Sales Technology

Sales Strategy & Transformation

Sales Budgeting & Forecasting

Executive Skills & Influence

Cross-Functional Alignment

Hiring & Onboarding

Training & Development

Sales Tech Design & Adoption

Compensation & Recognition

Evaluate & Select Sales Tech

Sales Leadership Development

Sales Analytics & AI

Channel Strategy

Sales Enablement Strategy

Sales Operations Strategy

Account Retention & Growth

Pipeline Management

Coverage Model & Territory Design

Org & Role Design

# Gartner Priorities Navigator™ for Chief Sales Officer

## Operations & Decision Making

## Go-To-Market