

SALES TEAM MANAGEMENT



CUSTOMER'S BUSINESS

- the reason for your business existence

Features :-

- Sales operation process workflow
- Safeguard customer information
- Define sales quota and monitor sales quota
- Define sales account assignments
- Opportunity closing
- Sales management, monitoring and closing
- Activity creation and update
- Opportunity monitoring
- Unique strategies for each customer grouping created
- Sales history tracking
- Sales personnel work scheduler
- Competitor profile
- Feedbacks from prospects / customer are recorded into the system
- Sales and Marketing campaigns
- Approval management
- Customer satisfactory level analysis
- Sales personnel creation
- Sales time cost
- Standardised business documents using the 'Document Generator' and document management
- Provision of chronological sales log, sales activity updates and sales reports on metrics
- Subordinate responsibility tracking
- E-Mail integration for sales and sales enquiry

- * **Faster and better response to sales leads.**
- * **Filter out genuine leads with sales funnel algorithms.**
- * **Convert more sales enquiries into actual invoicing.**
- * **Safeguard customer information during staff transition.**
- * **Adopt consistent policy and procedures throughout the department.**
- * **Provide forecast, monitoring and analysis for effective planning.**
- * **Reduce substantial time spend on unproductive paperwork.**