

Successful sales

Sales Pro supports you throughout all the phases of the sales process, thus enabling the structured recording of information and activities - from first contact, to qualifying leads and finally closing the opportunity as well as after sales support.

What options does the Sales pro module offer?

- Personal customizations and expansion of opportunity functions so that you can model your own sales structures.
- Record your contact person's details and any other important information, for example, the attitude and influence of decision makers plays a major role in winning orders.
- Competitor profiling: get to know your competitors and their strengths or weaknesses in different situations (opportunity), so that you can react accordingly
- Maintain an overview of your current opportunities using comprehensive analyses in the opportunities view.
- You can configure the mapping of information from a lead document to any type of data record.
- You can create quotes from opportunities taking stored prices and discount lists into consideration, as well as enjoy the benefits of the automatic calculation of sales probabilities.

Your benefits

- Define your own sales processes including 2-phase structures
- Manage your competition for more sales opportunities
- List of criteria to help determine sales probability
- Comprehensive analyses of important KPIs displayed in a sales funnel
- Manage your customers and product specific price and discount lists

Find out more now

Would you like to know more about Sales pro? We're here to help!

Phone: +49 721 9638-188

E-mail: sales@cas.de

Web: www.cas-crm.com

