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.

	n 🗟 🗙 🚔 🍰 🔕			
🕻 🕶 🔟 🕶 📄 Dokun	nent anlegen 👻 🛞 Aktion 👻 🎽 Kurznotiz 🔎 Ver	rknüpfen mit 👻 🎼 Neue Verknüp	ofung 🝷 🔝 Bericht	
	onen Ansprechpartner Mitbewerber Kriterienkatalog	Vertriebsprozess Baum Journal	Akte	
Erzeugt von Robert Glase	٢			
Stichwort	Beratungsanfrage Bodenbelag	Nummer	41	1
Kunde	Kahrmann Elektronik GmbH 🔤 🍡	Verkäufer	Birnbaum & Hempel GmbH 🗸	a 1
Status	offen 🗸 🗸	Verkäufer 2	Robert Glaser 🗸 🗸	a 1
Phase	Akquise - Angebot 🗸	Verkäufer 3	Matthias Daumann 🗸 🤟	a 1
Quelle	Messe 🧷	Beginn	Mittwoch, 25. April	
Wahrscheinlichkeit	25 %	Ende	Monkag, 25. Juni	1
	Berechnete Wahrscheinlichkeit verwenden			
Gesamt (EUR)	4.490,00	Deckungsbeitrag (EUR)		4.490,
Gesamt gewichtet (EUR)	1.122,50	Deckungsbeitrag gewichtet (EUR)		1.122,
Produktpositionen	Laminat (100), Parkett (100)			
Letzte Aktion am	Dienstag, 24. April	Nächste Aktivität		[
⊻erantwortlicher	Robert Glaser 🗸 🗸	Stellvertreter		
Alarmieren	Alle Teilnehmer V	Alarmzeit	kein Alarm	~
Übergeordnet	🔚 Kahrmann Elektronik GmbH 💽 ᢇ 🖹 Projekt	auswählen 💌		•
Notizen			🧷 Bearbeiten 🖉 2	(eltstemp

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!

