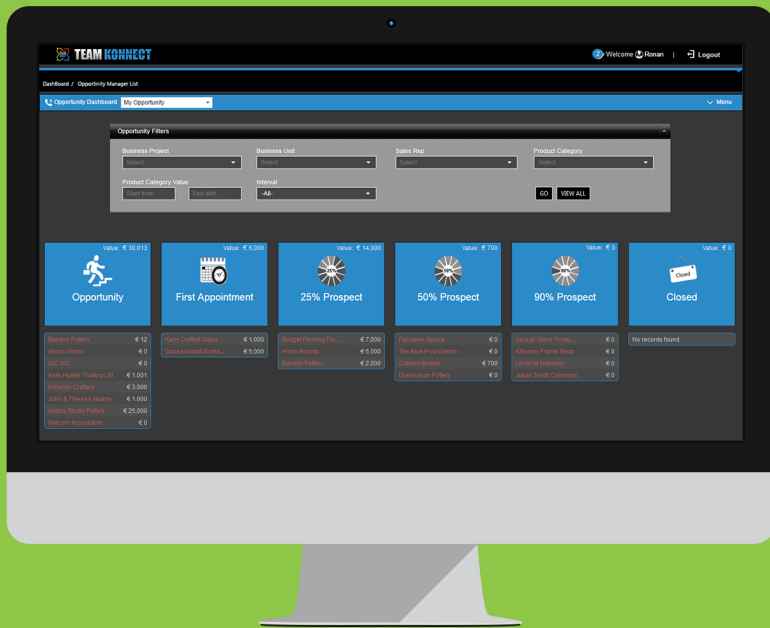




TASK MANAGEMENT FOR CONNECTED TEAMS TEAM KCONNECT



TEAM KCONNECT SALES

TEAM KCONNECT SALES PIPELINE MANAGEMENT

Sales is the lifeblood of every organisation and effective management of the sales pipeline is the difference between success and failure, profit and loss. Salespeople bridge the gap between customer needs and the product/service that fulfils that need so it is vital for them to have the tools in place to enable them to manage their opportunity pipeline effectively and provide management with up to the minute accurate sales projections.

The Team Kconnect Sales Pipeline platform has been designed based on a world class sales methodology that ensures that your sales team focus on the right opportunities at all times.

Opportunities are captured and moved through a structured 6 stage process from first appointment through to closed which enforces each sales representative to adhere to the pipeline rules applicable at every stage of the process. With every conversation being captured an accurate picture is always available of the opportunity for management to review.

Why not contact us today to arrange for a demonstration of our Team Kconnect Sales Pipeline platform.

TEAM KCONNECT SALES - MAKING SALES PEOPLE BETTER

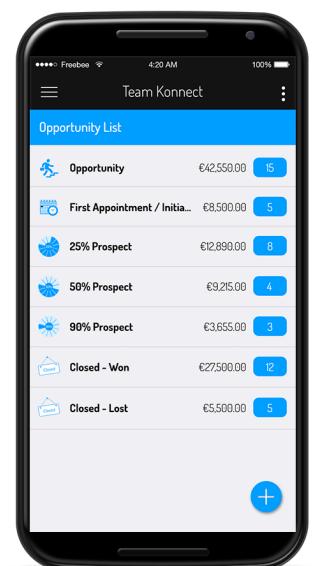
Excellent salespeople are those that not only make the sale, but create a long-lasting impact on the customer and in order to achieve this goal they must have the proper tools available to engage with customers effectively.

One of the keys to customer retention through sales is to perform sales follow-ups and setting up after-sales calls or meetings is one of the best way for sales representatives to maintain and build a positive relationships. The rule of thumb for sales management is to relentlessly drive home to the sales team that its far more cost effective to retain customers than to win new ones.

The Team Kconnect Sales Pipeline platform is the perfect tool to enable your sales team to manage an effective profitable sales pipeline. Sales representatives have instant visibility to every opportunity across all stages using the sales dashboard. By adhering to the sales pipeline rules, every opportunity is managed in the most efficient manner ensuring the greatest chance of closure success.

Sales representatives can tap into a complete list of products and services adding these as needed to each opportunity. Sales can be grouped by business projects for analysis purposes allowing management to breakdown the sales pipeline by most profitable product groups.

Finally, the Team Kconnect mobile application allows each sales representative to manage their opportunities while out in the field updating existing opportunities and adding new opportunities as required.



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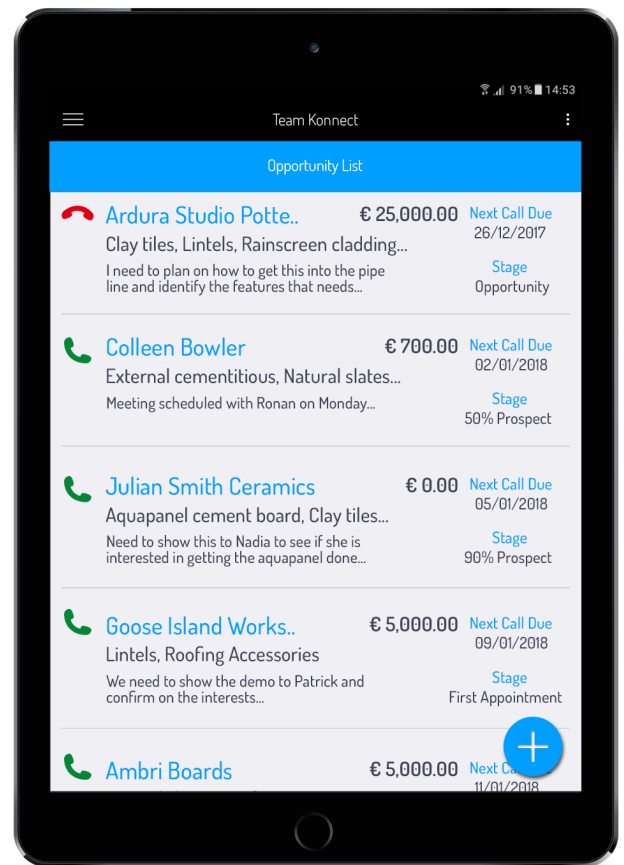
TEAM KONNECT SALES MODULE

The key design criteria for the Team Konnect Sales Pipeline module was simplicity, to focus on function over feature and to make the user experience one that would encourage a greater level of user adoption and yet deliver on the main objective of efficient sales pipeline management.

Sales representatives spend a great deal of time on their opportunities but the key question for management is 'which opportunities' are the right ones, which opportunities should these representatives really be focusing on.

The Team Konnect Sales Pipeline has been built to help sales representatives identify opportunities that have a greater percentage chance of closing than those that do not. By adhering to a simple set of rules not only will the sales representatives close more sales, but they will become better sales people and their earnings will far exceed that of their peers.

Why not take a test drive of our Team Konnect Sales Pipeline Module and see how it can improve your sales pipeline management and increase your sales representative's revenues.



FEATURES

- ☒ Dynamic Sales Dashboard
- ☒ Management Reporting
- ☒ Simple 6 Stage Process
- ☒ Redflag Overdue Leads
- ☒ Capture every conversation
- ☒ Product Tagging Feature
- ☒ Link Customer Quotations
- ☒ Mobile App Available

BENEFITS

- ☒ Focus your reps on the right opportunities
- ☒ Forecast your sales pipeline more accurately
- ☒ Improve sales meetings and waste less time
- ☒ Always know your last customer interaction
- ☒ Retain tacit knowledge within the business
- ☒ View every customer quotation instantly
- ☒ Access Business Contacts and Opportunities while Mobile