Sage CRM

Sales Value Proposition for Sage CRM

FOR A VP SALES, SAGE CRM DELIVERS ON THEIR KEY BUSINESS GOAL: 1. INCREASED REVENUE

GOALS REALISED BY:
- HIGHER LEAD CONVERSION STRONGER PIPELINE
- MORE SELLING TIME
- HIGHER CLOSE & WIN RATES SHORTER SALES CYCLE
- LOWER FORECAST VARIANCES NO SURPRISES

OVERALL BENEFITS:
- OPTIMISE LEAD MANAGEMENT
- IMPROVE SALES REP PRODUCTIVITY
- EFFECTIVE SELLING PROCESS
- COMPLETE VISIBILITY

BUSINESS VALUE (How does it achieve benefits?)
- No more missed opportunities
- Right lead to right person quickly
- Stop wasting time on unqualified leads
- Know your customer
- No daily check-ins or status reports
- Don't reinvent the wheel
- Use best practices consistently
- Do your research and be proactive
- Right tools at your fingertips
- More usage is more value for everyone
- Find problems faster
- Same story from sales to finance

PRODUCT FUNCTIONALITY (Where in the solution?)
- Automated lead capture
- Lead routing and alerts
- Lead conversion and alerts
- 360 degree customer view
- Shared view of sales
- Automated sales workflow
- Integrated sales process
- Account intelligence
- Shared documents
- Easy-to-use CRM
- Interactive dashboards and reporting
- End-to-end solution

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