Sales Management

For Manufacturing Industry

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Manufacturers' complaints

I don't have a 360-degree view of my customers	My representatives hate using our current CRM	I can't plan or forecast accurately	Our quoting process is slow
I have limited visibility into my sales pipeline	Our win-rates are dwindling	Our customers complain about our services	Our sales processes are inefficient

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Here's why Manufacturers need a CRM

- To give their customers the confidence that you are organized

- To give answers to their customers quickly and reliably

- To engage a customer or prospect on a new opportunity

- To gather the customer requirements all in one place

- To target prospects and manage those communications

- To measure the team against the goals set for them

- To track the selling process and enhance sales

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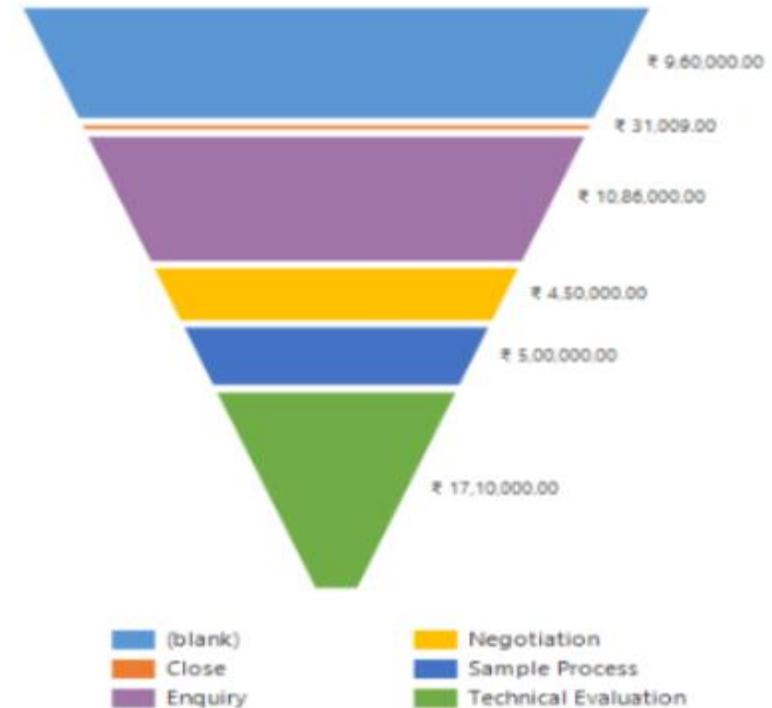# Sales Management for Manufacturing: Key focus areas

- Enquiry Management

- Sales Performance metrics

- Proposal Management

- GST calculation

- Visibility on Inventory

- Sample Management with Courier Tracking

- Design Management

- Pricelist management

- Dashboard

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Key Focus Areas

Enquiry Management

- Manage incoming enquiries from various sources

- Capture leads and manage them accordingly

- Flexible enquiry Distribution

- Continuous Activity Prioritization

- Real-Time Dashboard and Reporting

- Sales Pipeline

- Flexible sales process

Revenue for My Open Enquiries

₹ 9,60,000.00
₹ 31,009.00
₹ 10,86,000.00
₹ 4,50,000.00
₹ 5,00,000.00
₹ 17,10,000.00

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- Close
- Enquiry
- Negotiation
- Sample Process
- Technical Evaluation

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Sales Performance metrics

- Follow the customer order status in a pipeline view.

- Stay on top of customer Proposal processing – from enquiry through manufacturing solution

- Keep an eye on the enquiry status

- Manage your whole sales team, sales contacts and next contact dates in one place

- Analyze win/Lost ratio of enquiry and proposal

- Check productivity of your sales team
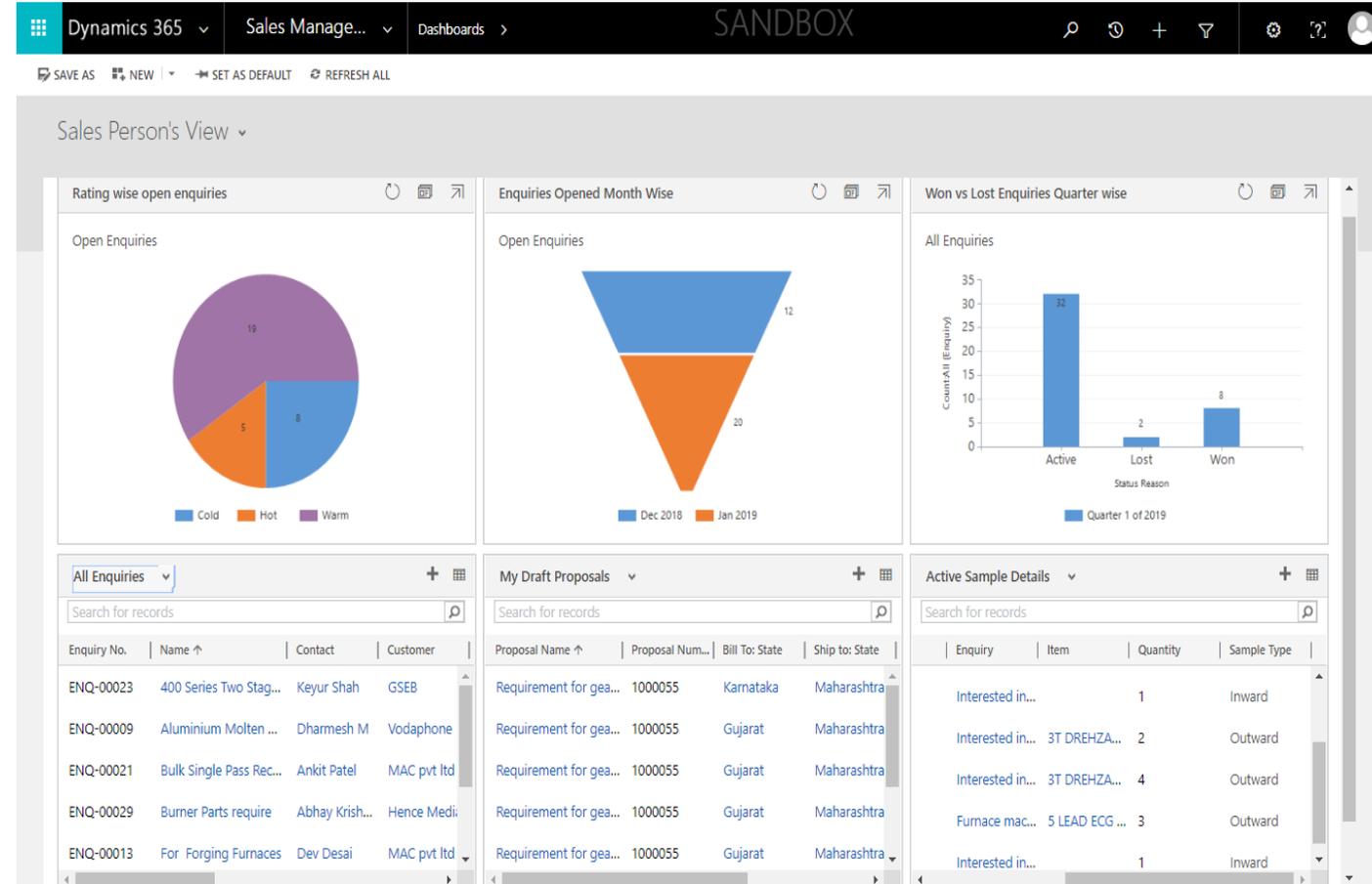
GST calculation

- Calculate GST as per the product for both interstate and intrastate efficiently

- Maintain Warehouses

- HSN/SAC master association with Products

- Auto selection of Instrastate/Interstate based on Source and supply location

- Ready with GST Tax group data

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Proposal Management

- Easily create proposals for prospects and customers in a few steps

- Quickly create proposal from enquiry.

- Item selection on proposal based on customer need with pricing.

- GST calculation for each line items.

- Get the print of proposal and submit to customer

- Maintain history of each revised proposal.

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Visibility on Inventory

- Helps sales representative to get availiblity of the products which they are selling

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Sample Management

- Easily associate that sample request to a specific customer or prospect

- Track the samples right to the specific opportunity you have in your pipeline that triggered the sample request

- Generate reports and view dashboards matching all sample requests with a potential new sale

- Ensure better internal communication and organization

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Dashboards

- Built-in, real-time role-based dashboards, reporting and analytics

- Monitor personalized Key Performance Indicators (KPIs)

- Access the latest reports as part of their everyday activities

- Measure continuous sales performance

- Get details of upcoming follow-ups with customer

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✉ sales@intech-systems.com

📞 +9179 66118960

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