d!nk

Save 15% sales time

Gain 15% in customer-facing sales time. Do it now.

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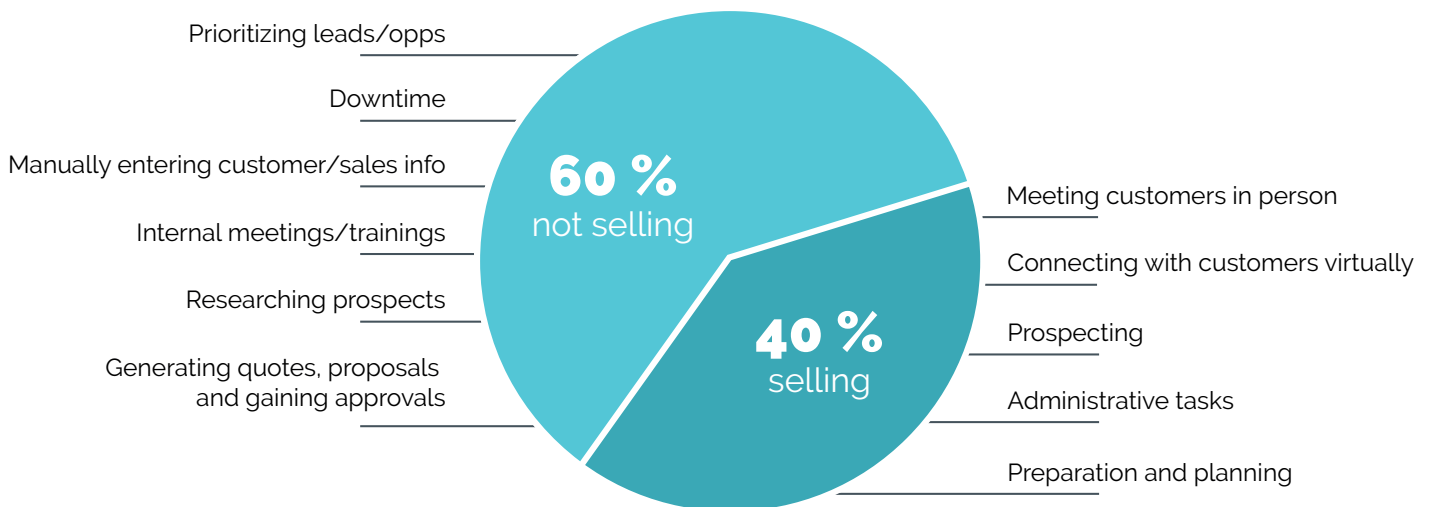
TIME WASTERS:

1_ Infinite Paperwork

2_ Inevitable Sales Admin

3_ Recurring Meeting Admin

Eliminate sales time wasters, win an extra 13th sales month.

If you're reading this, you must have had this feeling before. The feeling of unproductiveness, unfulfillment, because there are just not enough hours in a day to achieve everything you aim for. The biggest enemy of every sales person is lost time. Obviously, because **time is money**. You could consider each minute spent toward anything else besides selling a waste of time, and therefore a loss in revenue.

We are not even talking about planning your working day to be as efficient as possible, lingering with poor leads to squeeze something out of them, or spending too much time at the office, drinking coffee. We know that you know, if you're determined to score big time, you won't even lose your time on these things.

Prioritizing leads/opps

Downtime

Manually entering customer/sales info

Internal meetings/trainings

Researching prospects

Generating quotes, proposals and gaining approvals

60 %
not selling

40 %
selling

Meeting customers in person

Connecting with customers virtually

Prospecting

Administrative tasks

Preparation and planning

Breakdown of sales reps' time spend during an average week.

"We go for the low hanging fruit: increase the sales results of your team by eliminating sales time wasters."

The necessary evil

We're talking about the necessary evil. Your sales people spend a lot of time on these **sales time wasters**. Typically **40%** of available time. Think of searching the right slides for a customer presentation, gathering information for your offers, typing meeting reports in your CRM … Things you need to do in order to succeed. There's just no way around it, whether you like it or not.

Keep in mind that there is a direct relationship between **sales time** and **sales results**. One hour additional sales time is an hour to call new prospects, reach out to old contacts, research leads, prepare better for meetings, meet more prospects or spend time on upselling to existing accounts. **The more time you can spend on effective sales activities, the more revenue the sales system generates.**

Losing sales teams will accept the existence of that necessary evil. Winners take it up a notch. They identify weaknesses and leave them behind. Guess what? We are sales people, too, and we like to win. That's why we've developed a **solution**. One that **reduces time spent on sales time wasters, creating a 15% win in customer-facing sales time**.

THE WORST SALES TIME WASTERS

1. Paperwork
2. Sales Admin
3. Meeting Admin

36 %
selling

22 %
Lead generation

12 %
other

16 %
Post sales

14 %
Meetings / admin
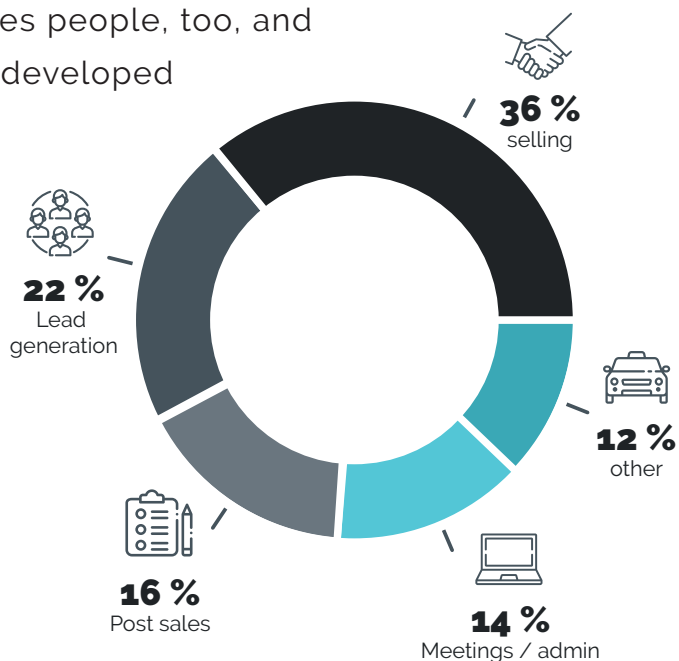
Only 36% of your sales team's time is spent actively selling.

Timewaster 1: Infinite Paperwork

Your clients don't just appear out of nowhere. In most cases, you've earned them by hard work. Attracting them through inbound marketing, word of mouth or a strong brand presence. Good job! Once you've sealed the deal, you are very eager to immediately close it for real. And as for almost every relationship: if you make sound agreements, you make your friends.

That means a **final proposal** and a **custom contract** should be created. One that fits the needs of the customer. At this point, you (as a sales rep) are the only one that actually knows your new customer. You understand their deepest desires. Two guesses as who's responsible for the final touch?

It seems only logical that as a sales rep, you are charged with this responsibility. If only that responsibility would not resolve in you wasting valuable customer facing sales time. Manually setting up contracts and offers kills time, and that's not a good thing.

Sales leaders know that **efficiency is the key to extraordinary results and strive to cut out all non-core sales tasks**. D!nk helps you to increase sales productivity by eliminating sales time wasters in preparation and follow-up of customer interactions.

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"Our toolkit has more potential than all sales documentation available"

INTERACTING SOLUTIONS

We provide a **toolkit** to build as many sales apps you can dream of. Sales apps that **help you write and review contracts and proposals**, cutting down time spent on paperwork drastically.

Using **interactive presentations** that allow you to immediately **capture and save all necessary data** at the push of a button, during your meeting. You easily collect all data through a visual slideshow, while our app **automatically generates the outcome**. Whether that is a contract, a proposal, dashboard or a customer sheet. **With d!nk, you turn your presentation into a conversation about your clients' needs and your solutions.**

Timewaster 2: Inevitable Sales Admin

On one hand there is obviously the regular day-to-day paperwork. Writing up legal documents and fulfilling financial conditions. Unfortunately, this admin sales waster is only the tip of the iceberg.

Every sales rep spends a huge amount of time on pipeline management, following up every single lead. Some eventually become a client, others don't. Orders, reports and audits are jotted down on paper, or spread across files on your computer. To complete the picture, you are constantly collecting all of that information, scattered in different containers and mediums. No wonder you feel like you're in a race against time.

Your leads are here, and they are here to stay. Chances are they were provided by your marketing team or an external firm, costing a considerable amount of time and money to get them right where they are. It's only fair to **manage all incoming leads** effectively, and **follow-up** as best as you can. To nurture, close and possibly up-sell. Your pipeline management is crucial, but is currently one of your biggest time wasters. It's time for a change, don't you think?

CONNECTING POSSIBILITIES

Our sales tools help you to **manage your pipeline**. How? By capturing data easily and efficiently, and connecting your own d!nk sales tools with enterprise information systems. You can integrate them with your current CRM, ERP or BI, through our CRM connector, a stand-alone module.

This unlocks a world of possibilities, **bringing your sales process and customer interactions to the next level of Sales Excellence**. Based on the data captured from your sales interactions, your sales tools and processes are continuously improved. Giving you insight in the effectiveness of the full sales process, from lead generation to deal closing and account management.

That allows you to not only lose less time on administrative work, but also to receive measurable information and crucial data to improve your sales process, and develop highly tailored sales tools. Even advanced workflow applications that provide great value for field sales. Need a hand? Our project team is here to support you along the way.

"d!nk unlocks the potential of interactive sales tools that have a long-lasting impact on your sales process."

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Timewaster 3: Recurring Meeting Admin

Ready to go? Ready to pitch. That's what you'd like to think. Your sales representatives should be spending most of their time selling. If only it were that easy to get in the car, move customers with a strategy locked inside your mind. The reality today is that your team is probably wasting too much time on recurring administrative work that has to be completed every day.

"Combine the power & flexibility of HTML5 apps with the ease of creating a PowerPoint®"

Although 80% of B2B companies say that a face-to-face meeting is critical for closing a deal, the sales people are on their own to prepare those customer meetings. 75% indicate that they lose valuable time adapting those presentations, time after time.

That shouldn't be a surprise to you. To seal the deal, you will need something to show off with. Something to bring the most effective sales pitch to prospects and customers. Reports, valuable content and presentations with relevant numbers that you can use to move your prospect through your sales funnel efficiently.

EXACTLY WHAT YOU NEED

What if we told you that there is a way to not only show what you do, but also interact and immediately collect feedback from your potential customer? d!nk is designed to support sales people in listening to the customers and adapting the sales pitch to customers interest. **Our sales tools turn your presentation into a conversation, while eliminating time wasted on administration.** Exactly what you need.

D!nk allows you to create, distribute and manage your mobile sales tools from PowerPoint and push it to the tablets of your team. With our d!nk PowerPoint plugin, you're in control. Literally. You can customize the look and feel of every visual, adjusted to your own brand and style. Or what about creating interactive forms and surveys to capture immediate feedback from your prospects. The best part? It's easy and fast. You can adjust mobile sales aids with the ease of creating a PowerPoint. Sounds like heaven.

By now, you might have guessed what our biggest passion is. Well, we've made it **our mission to eliminate sales time wasters**. We are sales people, too. We love to work the leads, show the value and close the deals. And guess what? We use our own applications to be more productive in sales. That's how, since 2010, we have grown to eliminate sales time wasters for over 15,000 sellers in 48 countries engaging with over 100,000 sales tools.

We love technology but don't expect our customers to do the same. We love to help our customers to focus on valuable sales activities and to discover the freedom of mind a productive sales team brings.

No wonder we have evolved accordingly to our customers. We are growing, side by side. Therefore we are very grateful for the early adopters in 2010, and so proud that most of them are still our customers today. Thanks to our customers and our continuous focus on results, we have been able to build a great team and evolve our product into a suit of applications, keeping up with the latest technologies. All for you. All for sales.