



Sales Management

For Manufacturing Industry

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

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

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

Key Features

Key Features



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

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

Key Features



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 Intrastate/Interstate based on Source and supply location
- Ready with GST Tax group data

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

Key Features

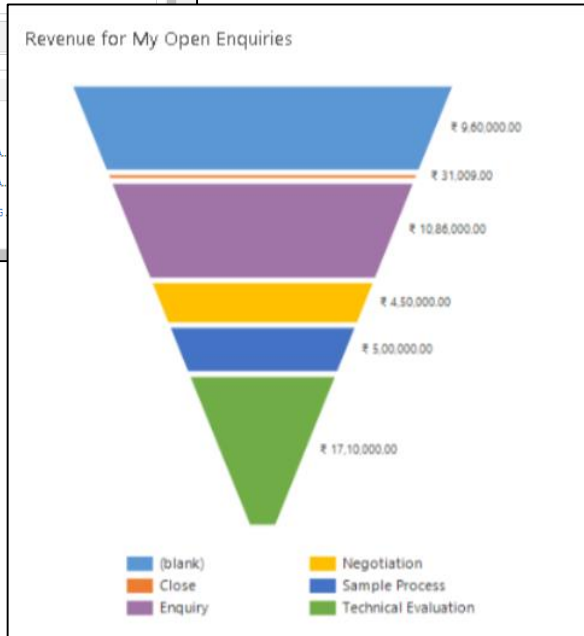
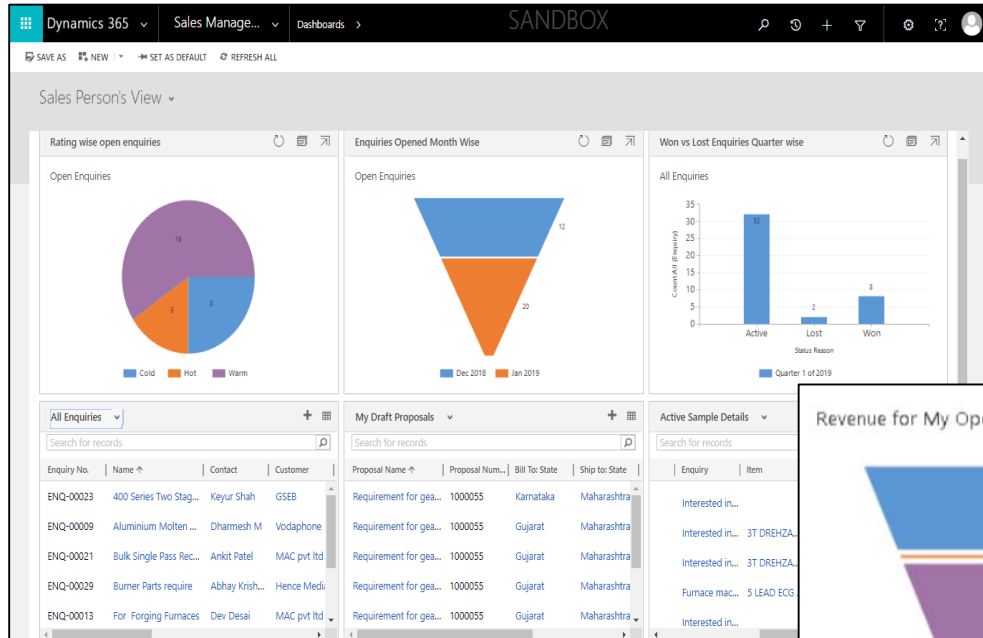


Visibility on Inventory

- Get visibility into the available products to sell
- Manage production based on the inventory availability
- Forecast demand

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





Thank You



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