



RAPID RESULTS FOR SALES

DREAM BIG | IDEATE | START SMALL | DELIVER FAST

Work with our team of experts to deliver the base capability of Microsoft Dynamics 365 Sales, providing a great platform for future growth.

Rapid Results For Dynamics 365 Sales

Boost performance and reward your sales team with greater productivity, help them build deeper meaningful relationships and win against your competition.

Sales Engagement in today's digital ecosystem no longer functions like a funnel that is managed in a silo, it is a complex engine that requires authentic personal engagement on multiple levels. Dynamics 365 Sales enables salespeople to build strong relationships with their customers, take actions based on insights, and close sales faster. It enables Sales Managers to have better visibility of the sales engine and ensure the team are performing; by monitoring results, and providing feedback and coaching, in real time. Dynamics 365 Sales allows you to keep track of your customers and their people, providing a single view of your customer. It enables you to nurture sales from lead to order, create marketing lists and campaigns, and even follow service cases associated with specific accounts or opportunities.

Rapid Results Deployment

Our Rapid Results for Dynamics 365 Sales uses the core capabilities required to deliver immediate results to your people, providing a base platform upon which additional capabilities can be added in the future. All this can happen within a short timeframe at a fixed cost, and without the risk associated with a lengthy and complex implementation.

Following recognised industry best practice, Rapid Results for Dynamics 365 Sales focuses on delivering the base capability in the first stage of a customer relationship management and salesforce automation project, allowing you to configure your specific business process and data elements required to meet your business objectives and grow.

Implementation Process

Our team of experienced consultants are here to help, we start with an assessment to get to know your business and how you want to improve your sales results. We then provide confirmation of how the Rapid Results solution fits your needs and a demonstration of key capabilities that will help you extract immediate benefit.

Our Rapid Results has a defined scope, templates and a proven implementation methodology to drive rapid benefits and time-to-value. Once we have configured the solution, we will work with you to validate the expected outputs and benefits achieved. We will then look at training your team to take advantage of the solution and sell more!

Finally, we will provide initial help to transition and settle your team on the solution and then review your progress towards your objectives after your first month of activity.

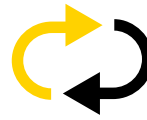




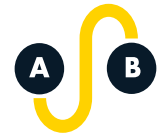
Connect your business



Focus on what's important



Streamline processes



Start to plan and grow

KEY FEATURES

Sales Execution

Empowering your sales team through guided sales processes, enabling productivity and the baselines to measure results.

Sales Performance

Powerful dashboards and reporting available at your fingertips, giving you accurate insight into your sales performance.

Embedded Intelligence

Actionable intelligence through recommended sales actions, auto capture and tracking of emails and email engagement analytics, so salespeople are directed to what's important so they close opportunities faster.

ADDITIONAL SERVICE/PRODUCTS

Power BI training

Train your users to make use of the data available and build their own dashboards for self-service BI.

Dashboard design

Use best practice for dashboards and reports to present your most relevant data in a clear and straightforward way.

Sales Insights for Sellers

Extend your solution even further by giving your sellers the tools to lift their game. Enable predictive lead and opportunity scoring, relationship analytics, talking points and who knows whom to really drive sales engagement of your team.

Sales Insights for Managers

Extend your solution even further by leveraging predictive forecasting and sales insights into your sales team performance to lift your sales engagement. Coach your team through call intelligence and analytics.

Relationship Selling with LinkedIn Sales Navigator

Connect your sales opportunities with LinkedIn, sync LinkedIn data back to your records, view relationships, get introduced and obtain insights based on Sales Navigator Interactions.

Power Platform

Build Apps and enable innovation, leverage the power of the Power Platform through automating flows with Power Automate and utilising Power Apps to solve custom business processes.

Talk to us today

Contact us today for a demonstration and discussion of how our Rapid Results for Sales can transform the productivity of your business.

To find out more, please email Australia: contact@empired.com or New Zealand: enquiry@intergen.co.nz

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