

Showpad's Microsoft Dynamics CRM integration

On average, a salesperson spends [only 35.9% of their time](#) actively selling. The rest is used for preparation, traveling and administrative tasks such as logging into a CRM like Microsoft Dynamics. In fact, [Demand Metric](#) reports that reps spend about 11 hours a week logging notes into CRM systems. Although this time is used for capturing information about customers and prospects, the data is often inaccurate since it's entered after a meeting has already taken place.

GET BETTER RESULTS WITH OUR MICROSOFT DYNAMICS INTEGRATION

With Showpad's Microsoft Dynamics integration, reps can spend more time selling and less time performing administrative tasks.

All prospect interactions with shared content are viewable in Microsoft Dynamics, giving sales reps and managers in-depth insights into any deal. This helps them to easily identify how engaged a prospect really is, and to provide a more accurate sales forecast. Additionally, sales managers can now understand the behavior of their most successful reps, and share those best practices with the rest of the team.

Showpad's Microsoft Dynamics CRM integration is now available for Microsoft Dynamics CRM 2013, 2015 and 2016.

FEATURES INCLUDED IN THIS INTEGRATION

- View all content shared with any Account, Opportunity, Contact or Lead in MSFT Dynamics
- View how your prospects are engaging with content in MSFT Dynamics

AVAILABLE WITH THE FOLLOWING PACKAGES

This integration is available with Ultimate package.

