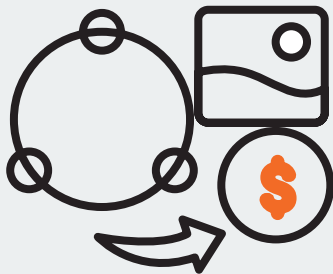


## Empower Your Sales Team

Grow sales by empowering your sales team to engage proactively with actionable insights from Dynamics 365, LinkedIn, and Office 365. Go beyond sales force automation with Dynamics 365 Sales to better understand customer needs, engage more effectively, and win more deals. Unified data across sources and integrations provide the most comprehensive view of the buyer and deeper insights that provide sellers with the clarity and guidance they need to navigate an unpredictable environment. Prebuilt and customizable AI is built-in, and it can be implemented at your own pace, with immediate results across revenue, relationships, and productivity. This provides flexible digital solutions to support any sales model - remote sellers, relationship sellers, and hybrid.

Accelerate digital selling with an adaptive, intelligent solution that brings together customer data and actively monitors data/signals to distill them into actionable insights that helps remote sales teams be more customer-centric in every interaction. Build relationships remotely with digital-first tools that enable sellers to reach out, engage, develop connections, and communicate without face-to-face interactions. Free up more time for selling with intelligent automation of routine, repetitive tasks and seamless tools that streamline the sales process. And optimize sales performance by empowering managers to adapt to rapidly-changing environments.

## Get a CRM Like No Other



Accelerate digital selling



Build relationships remotely



Optimize sales performance

## Get More from Your CRM

### Sell smarter with contextual insights

- ✔ Improve conversation and win rates with lead and opportunity scoring based on advanced scoring models to identify customers more likely to convert and buy.
- ✔ Increase response rates through warm introductions from colleagues who are already emailing, meeting, and collaborating with prospects.
- ✔ Tailor engagement based on contextual insights that recommend personalized talking points and next best actions.
- ✔ Show sellers when and how customers interact with their emails, so they can be more proactive and responsive in their email communications.
- ✔ Keep relationships on track with signals from Dynamics 365 and Office 365 that reveal relationship health and risks.

# Microsoft Dynamics 365 Sales

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## Build relationships with authentic and personalized engagement

- ✔ Unify relationship data and processes with LinkedIn Sales Navigator integration so sellers can build trust and easily manage relationships at scale.
  - ✔ Get profiles and insights with Sales Navigator integration, including related leads and warm introductions.
  - ✔ Keep track of contacts and visualize relationships among contacts with interactive organizational charts.
  - ✔ Collaborate and personalize sales documents with embedded Office 365 tools - fitting the way sellers work.
  - ✔ See the customer's point of view and improve sales engagement by bringing your customer data together with survey insights from Microsoft Forms Pro - included with Dynamics 365 Sales.
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## Free up more time for selling

- ✔ Minimize routine tasks with contextual prompts that, as sellers enter notes, suggest new records to create.
  - ✔ Concentrate on selling with sales playbooks that contain repeatable, winning sales techniques and contextual reference material.
  - ✔ Spend less time searching for content with modern sales enablement capabilities that intelligently recommend the most relevant content and related training to sellers.
  - ✔ Reduce training with a business process UI that provides contextual guidance during every phase of the sales cycle.
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## Boost sales productivity with seamless tools

- ✔ Collaborate on deals across functions and geography with customer information and document sharing directly from Microsoft Teams, a modern hub for chat, meetings, documents, and business applications.
  - ✔ Minimize manual data entry by scanning and converting business cards into new records in Dynamics 365.
  - ✔ Streamline workflow with modern mobile applications and familiar tools like Outlook that work seamlessly with Dynamics 365.
  - ✔ Recruit, onboard, and strengthen your partner channel - give partners a quick view with partner relationship management.
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## Accelerate sales performance

- ✔ Help sales managers drive performance with pipeline analysis, deal insights, relationship analytics, and conversation intelligence.
  - ✔ Discover emerging customer needs, competitive dynamics, and market trends with AI-driven insights.
  - ✔ Proactively identify at-risk deals, gain visibility into conversations, and provide actionable feedback through built-in coaching tools.
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**Dynamics 365 Sales is the next generation of intelligent sales applications that enable your sales organization to grow, evolve, and transform. To explore your options and discover solutions that will propel your organization forward, contact Tigunia today.**