



INES Features

- Easy to use
- Universal accessibility using any web browser
- Quick implementation
- Secure infrastructure
- Low implementation costs
- Monthly subscription

INES.SalesForce

Sales Manager

Manage your sales force efficiently is essential to increase your commercial activity, leaving the least possible to chance.

Thanks to INES sales force management module, your marketing advisors will be able to share and follow-up on their contacts and commercial opportunities. They will remarkably improve their response capacity, sending quotations rapidly and assuring an adequate follow-up of ongoing business, dashboards will allow you to closely follow-up their performance.

Benefits

- Get the best possible performance of your marketing advisors
- Focus all your resources on the sale
- Direct your activity using practical dashboards
- Centralise and enrich your customer database
- Improve your margins and commercial results

Features

It includes all INES.ContactManager features, plus:

Simplification of your sales process

- Tasks management: collaborative agenda/availability
- Team management
- Document management: model letters

Commercial management

- Budget, opportunities and business management
- Analysis, objectives and forecasts

Order management

- Order recording
- Follow-up
- Contract management: licences/rents/subscriptions
- Dashboards

Areas involved

Marketing advisors Sales representatives

- Improve your response capacity
- Create and send commercial proposals
- Make prospecting and sales effectively

Commercial managers

- Manage your team activity
- Analyse their performance

Directors

- Access synthesis statements
- Manage your company efficiently
- Dynamise sales force management

"We are offered much more business opportunities thanks to INES: we have a global vision of our customer portfolio, a better knowledge of each business, and request from prospects become more opportune".

Roland Perriot

KEIM



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