



Contacts Management

Advantages

- Facilitates the monitoring of sales processes allowing for greater efficiency in sales operations.
- Enables cooperation among the various persons in charge of the sales process (sales strategy analysis, proposal preparation, etc.).
- Enables tracking of all actions performed in sales operations.

General Functionalities

- Data sheet for each client containing the general information pertaining to that client (name, web page, address, telephones, etc.).
- Assigning probability of success to the sales operation and the degree of progress of the sales operation.
- Recording the data of the client's contact person (name, email account, telephone number).
- Recording contacts made with client in the course of the sales operation process (telephone calls, meetings, email messages, sending of proposals, etc.).
- Scheduling future contacts with and notifications to the persons in charge of performing contacts.
- Forum for exchanging messages and files for the preparation of proposals or other tasks that require cooperation among various people.
- Possibility of uploading files at the level of each contact record (e.g.: proposals sent).
- Displaying lists of contact persons and pending contacts with different data filters.

For more information
www.inghenia.com
ventas@inghenia.com



Scan the QR-Code
with your smartphone