



# sales-i

## PARTNER FACTSHEET

### SALES INTELLIGENCE

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Sales performance software delivering smarter selling for manufacturers and distributors. Creating a more complete picture of what's really going on with your customers. Allowing you to plan your sales pipeline more efficiently, find easy-to-close opportunities and boost customer loyalty. With complete visibility into the inner workings of your business and customer base, you'll have unmissable cross and up-selling opportunities on tap and a fast insight into any changes in customer spend.

### The Benefits of sales-i

- Gain unrivalled visibility of customer accounts
- Increase product information available to salespeople
- Realise when and why sales are slipping
- Discover otherwise hidden easy-to-close opportunities
- Store all customer data in a single system
- Manage your day with ease
- Speed up meeting preparation
- Save time creating customer facing sales reports



### sales-i Features

- Create targeted sales and marketing campaigns that matter to your business
- Visibility into the performance of your accounts, reps, branches and products
- Make data driven decisions that are based on fact rather than gut-feeling
- Access to your sales data even without an internet connection
- Never miss a sales opportunity again with mobile sales analytics applications for iOS and Android.
- View quantities sold, GP, value and cost for any account on the fly
- Manage account activity so you always know exactly what's going on in your business
- Track typical customer behaviour so you know precisely when to call
- Arm your sales team with the insight they need to increase sales conversion

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