

Sales Cloud™ Integration



SSIT



Sales Cloud Overview

SALES CLOUD

Reports and Dashboards
Sales Forecasting
Territory Management
Wave: End-to-End Analytics App

Lightning Dialer
Mobile
Workflow and Approvals
Lightning Sales Console
Email Integration
Files Sync and Share



Sales Cloud Key Features

Account
+ Contact
Management

Customer 360

Lead
Management

Opportunity
Management

Reports +
Dashboard

Data
Management

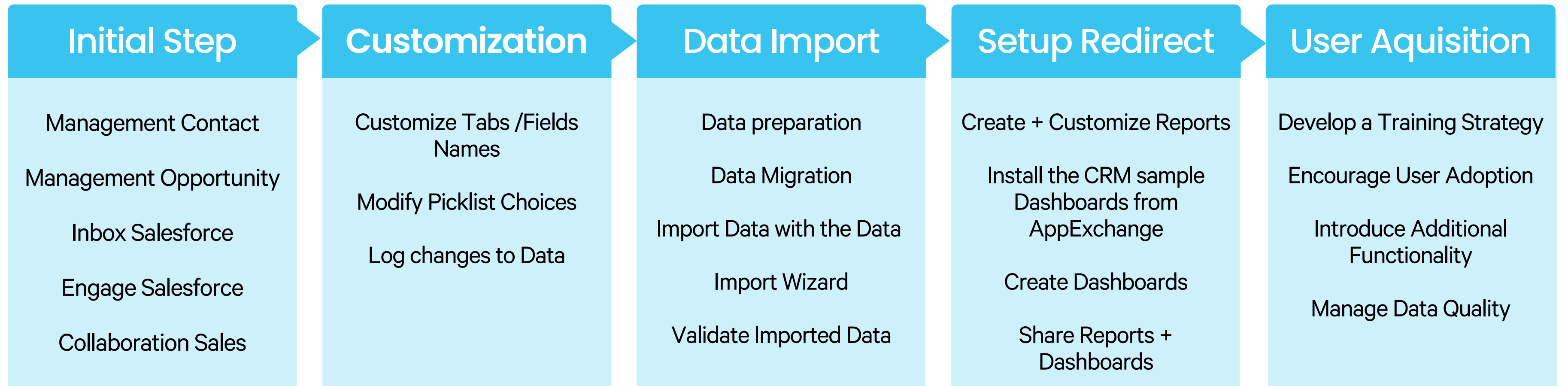
Process
Automation

Pricebook

Sales Cloud
Einstein

Pipeline &
Forecast
Management

Sigma Soft Sales Cloud Implementation



Sales Cloud Case Study



CLIENT OVERVIEW

The client ordinarily have 1,000 clients each inside their domains. With such a huge customer base, client need a ground-breaking client relationship the board (CRM) framework that can give them all the data they need about every client while out and about.



SCOPE DELIVERED

- Make and view a superior pipeline of quality leads.
- Guide reps through deals stages + best practices
- Create and convey exactly sales cites easily.
- Enabled Einstein Forecasting.
- Spare leads, contacts, and every one of their information into the client's Salesforce framework



PROBLEM STATEMENT

- No lead routing or opportunity management.
- No business automation
- Data been managed in MS Excel.
- Hard to access information while travelling
- No tracking of Sales Reps while meeting with prospects or client
- Analytics were done on MS Excel in the form of Pivot tables, etc.



BUSINESS OUTCOMES

- Prevail upon more clients, increment benefits, and hit their business targets.
- Post our implementation, the business Spiked to 25% in Q3, from 18%, which further increased to 30% in Q4.

Talk to us today
and engage for a
free 2-week discovery.

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