

WORRIED ABOUT ?

SALES TEAM ATTRITION RATE , MISSED REVENUE GOALS,
LENGTHENING SALES CYCLES & INCREASED COMPETITION!!

NON-VIABLE SERVICE CONTRACTS, INCREASED SERVICE DEMANDS,
CHALLENGE OF EFFECTIVE SERVICE CALL ALLOCATION!!

- How effectively are you managing your valuable leads ?
- How your sales team is held accountable for lead conversion ?
- Do you know which sources generate the most revenues ?
- When can you know a sales prospects is not interested in your offer ?
- Do you find your engineers making repeat trips to the same location in short periods of time and are you bothered by the time and costs incurred ?
- Are your costs for providing after sales service much higher than your revenue ?



Tool to enhance your sales



Sales Mantra
On demand CRM solution

www.SalesMantra.com

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Sales Mantra

A complete end-to-end sales & service management on demand CRM solution

SALES MANAGEMENT

- ▶ Enquiry Management
- ▶ Competitor Analysis
- ▶ Generate Quotation
- ▶ Order Win/ Loss Analysis
- ▶ Target V/S Achievement

DIARY

- ▶ Work Planner / Things to do
- ▶ Tour Planner
- ▶ Pending Work
- ▶ Appointment

CONTACT & CAMPAIGNS

- ▶ Contact Management
- ▶ Bulk Emails / SMS
- ▶ Campaign Management

ORDER

- ▶ Order Management
- ▶ Payment Plan
- ▶ Order Status

KEY REPORTS

- ▶ Prospects Summary
- ▶ Sales Funnel
- ▶ Location Wise Funnel
- ▶ Sales Projection
- ▶ Neglected Calls
- ▶ Quotations Sent
- ▶ Order Received Vs Collection

SERVICE MANAGEMENT

- ▶ Installation
- ▶ AMC Status
- ▶ Preventive Maintenance
- ▶ Commitment(s)
- ▶ Customer Feedback

COMPLAINT

- ▶ Complaint Management
- ▶ Status Search of complaint
- ▶ Total Complaint history
- ▶ Job Card

INVENTORY

- ▶ Finished Goods Inventory
- ▶ Spare Inventory
- ▶ In Transit Inventory

ALERTS & REMINDERS

- ▶ Ontime SMS/System Alerts
- ▶ Seniors Feedback
- ▶ Newsletter

- ▶ Employee Performance
- ▶ Inventory Status
- ▶ Customer Complaint(s) Status
- ▶ AMC Status
- ▶ Daily / Monthly Complaint
- ▶ Customer Feedback
- ▶ Employee Expenses