

# SALES OPERATIONS

## MAXIMIZE PRODUCTIVITY AND OPTIMIZE OPERATIONS

Today's sales environment is more competitive than ever. Companies need to leverage technology to optimize operations, maximize performance, and provide powerful sales enablement tools that help teams sell more efficiently.

Services	Situations	Resolution
 SALES OPERATIONS		<p>We help sales managers to improve forecast sales performance, by providing real-time visibility into sales cycles.</p> <p>We provide powerful sales operations apps that aggregate data from CRM, SFA, and other sales systems, giving management a full view of performance at any moment.</p>
 SALES ENABLEMENT		<p>Our technologies empowers users with mobile sales enablement solutions. With our mobile apps, we integrate data from a wide range of sources to give sales professionals an direct access to analytics and information about customers, accounts, or products.</p> <p>Our solutions give reps everything they need to drive meaningful conversations with their customers.</p>
 PROSPECT ANALYSIS		<p>We give to your sales professionals the possibility to drill down into win-loss data, to learn more about the buying trends of target personas or industries.</p> <p>With greater visibility into historic purchasing behavior, sales reps can better identify which prospects are likely to convert, and shift their focus to the most promising opportunities.</p>
 INCREASE PRODUCTIVITY		<p>Our tools will gives to your sales teams the ability to visualize ongoing field activity, so they can improve forecasting accuracy and performance.</p>
 FIELD WORKBENCH		<p>Our expertise will help you to focus on closing business instead of completing administrative tasks.</p> <p>With powerful mobile apps, sales reps can update account information, access forecasts, create sales quotes, and log meeting activities on the go regardless of internet connectivity.</p>

Hundreds of leading companies across the globe rely on Analytics to boost sales productivity and improve every aspect of their sales operations.

Learn more at [Enviro-gestion.com/solutions/sales](http://Enviro-gestion.com/solutions/sales)

MCT TECHNOLOGY