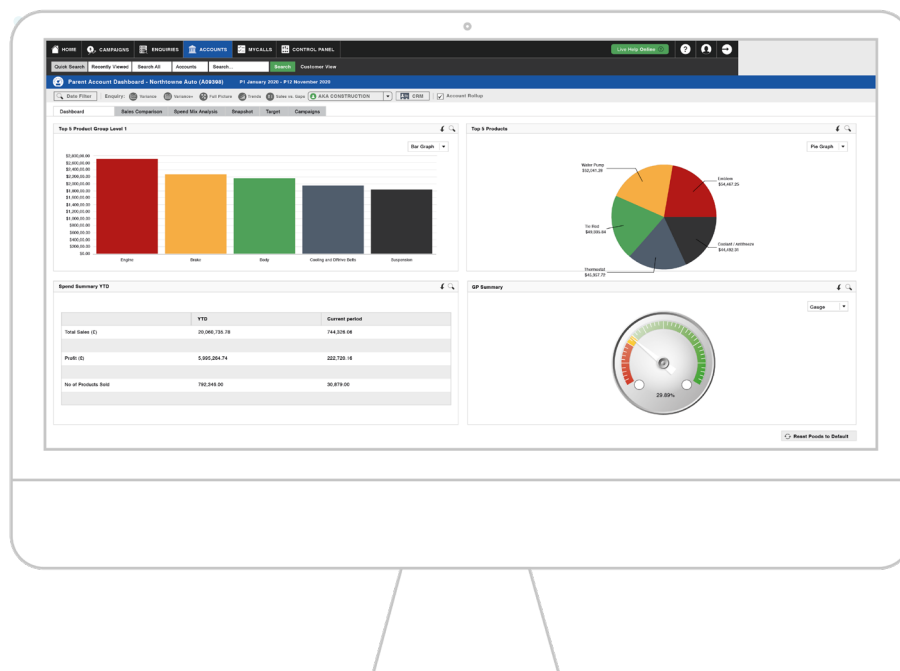# All about sales-i.

What is sales-i?

sales-i is a sales-enablement tool that ensures every sales conversation an organisation has is insight led and profitable.

It integrates with each iteration of ERP solutions to identify actionable insights so users can maximise revenue from their customer base, while increasing and improving sales team's efficiency and effectiveness.

The software is accessible on desktop or mobile devices anywhere in the world, which is why, whether the user is a business leader, or a salesperson out on the road, sales-i is now the industry standard sales-enablement platform for manufacturing, distribution and wholesale businesses worldwide.

Benefits.

• Quick view updates on sales performance against target by customer, salesperson, product and more

• Proactive notifications with less dependency on human involvement reducing potential error

• KPI reporting for management to monitoring

• Provides you and your salespeople with tools that offer further organisation and polish in customer facing meetings

• Access to all your relevant information on any device, even the ability to see your visits offline

• Instant visibility of customer communication and ability to collaborate with your colleagues without having to call them

• A secure format for sharing your company sales data that makes it as difficult as possible for employees to misuse this information

• A standardised solution built with the experience of your market that is deliverable in weeks

All about sales-i.

Features.

Sales Campaigns

An automated monitoring feature, sales-i users can create set criteria to monitor their customers against.

For example: Has the customer stopped buying? Are there certain categories of product that they should be buying or aren't? Has it been more than 3 months since their last visit?

If a customer is triggered in one of these campaigns the salesperson can be alerted automatically and create actions as a result.

Customer Dashboards

Visual Dynamics Dashboards for monitoring the activity and performance of the sales department, and one click interrogation of areas of concern or opportunity within the sales data.

Incredibly useful for both internal sales meetings and customer facing presentations, such as business reviews.

Company Drill Down Analysis

A top-level sales analysis function that gives the user the ability to create simplistic live queries, for example: what does this customer buy from us, by brand, when was their last order, how much do they pay and so on.

Task & Diary Management

Complete CRM functionality within the product to manage and execute tasks in a salespersons diary and maintain their key objectives and follow ups for each customer.

This includes updating their sales pipeline, notes and visit reports either from the office or out on the road.

Dedicated iOS & Android Mobile Apps

All the functionality of sales-i is available on multiple platforms, and the majority of the salespeople that use our product will also access their customer data on smartphones and tablets.