



# **FAST TRACK**

## **SOLUTION FOR MONITORING SALES OPPORTUNITIES**

Effectively manage your sales' opportunities, collaborate with your team and always be aware of the negotiation status with each potential client, closely keeping track of the sales process.

### **CLOSE DEALS AND PROPOSALS FASTER**

Keep an excellent control of your sales cycle and accelerate your negotiations. Register opportunities, keep track of your proposals, store your clients' documentation and know in real time how many proposals are open and their status.

### **STANDARDIZE YOUR SALES PROCESS**

Keep track of your objectives, track sales metrics and keep an updated directory of all your contacts. Collaborate on the same platform with your vendors and the sales team, regardless of where they are located.

### **BENEFITS YOU WILL GET**

- Visualize the key information of your company's business activity.
- Measure the performance of your sales team.
- Set reminders and notifications to contact potential customers.
- Attach proposals, contracts and additional documentation from your clients and avoid paperwork.
- Achieve better decision making for your business by having your information updated in real time and available in any device.



## DASHBOARDS

Generate graphic dashboards with key indicators (KPIs) to track information and opportunities in real time.



## REPORTS

Summarize your information based on the desired criteria and program reports delivery.



## FORMS

Collect all the information of your teams and easily register new opportunities, accounts or contacts.



With **dashboards** know in real time:

- Status of open opportunities.
- Reasons for closing missed opportunities.
- Average days for closing a sale.
- Opportunities by product and vendor.
- Your customers' profile.

Generate your customized **reports** about:

- Specific products' opportunities.
- Opportunities by process' stages.
- Seller's opportunities.
- Closed opportunities summary.

With **forms** collect information about:

- New opportunities.
- Strategic accounts.
- Main contacts.