

OLD SCHOOL vs NEW SCHOOL



Without an effective sales strategy, a sales team can fall apart. Packaging manufacturers rely on their sales force to sell products, service accounts, and make sure that customers are satisfied. A successful sales rep will consistently develop new, profitable accounts, service existing accounts and effectively communicate with both internal and external parties on project status in a timely manner.

While each company has their unique sales process and each rep has individual skills, the tools at their disposal can still make the difference between a sales star and laggard.

THE "OLD" TOOLS



EMAIL OVERLOAD

Sales reps receive a constant flood of internal and external communications, just sitting in their inbox until they get opened, if at all! This results in significant loss of time and possible errors due to poor communication.

Now, imagine having a single system that not only sent and tracked sales related emails, but also provided alerts on status changes relating to projects and orders.



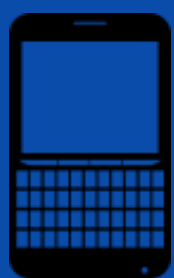
ANOTHER \$%#@*! SPREADSHEET

The manual quoting and proposal process is time consuming, error-prone and inconsistent. This alone is a major issue. But add on top of that the challenge of collecting and then compiling data from a dozen different sources, how does a manager ever confidently prepare a proper budget or forecast?



I KNOW I HAVE THAT DOCUMENT SOMEWHERE

On a typical day, sales reps in the field can have a ton of paperwork to deal with – 10 copies of a presentation, product brochures, or the all important proposal. Aside from the inherent risk of leaving the key document in the hotel or car, the paperwork starts to add up and reps waste precious time sorting through it. As we know, first impressions are lasting ones. Don't let the first one be "disorganized".



LET ME CALL MY SUPPORT TEAM QUICKLY

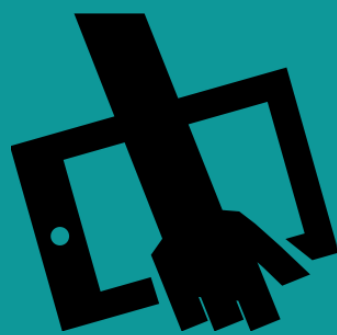
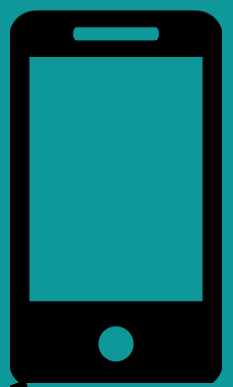
How many times during a given day does a member of your sales team contact your customer support department for information relating to an account they are either going to see, or are even currently meeting with. Not only is your customer support rep not supporting a customer, but rep could (should) have had that information in the palm of his hand.

THE "NEW" TOOL



DON'T REPLACE THE PROCESS, ENHANCE IT

Even with all the technological advances, face-to-face interaction between buyers and sellers is still key to success. What Mobile Sales does is support those meetings with technology so that every byte of data the sales rep needs is in their hands at all times.



LEAVE A LASTING IMPRESSION

Your customers already enjoy the convenience of mobile technology in their private lives. Why not provide them a similar experience when making a pitch? Successful sales reps are 50% more likely to connect to the internet to access corporate data during a prospect meeting. **It's all about connectivity!**

INSTANTLY COLLABORATE WITH DESIGN & SERVICE TEAMS



Mobile technology has enabled companies to shorten the sales cycle through electronic workflows and approval processes. Instead of taking notes and sending an email later, create specs and send design and quote requests to back to the office while still in front of the client. Not only is that efficient, its cost effective. As we know: save time, save money.



YOUR DAY IS DONE (OR MORE TIME FOR SELLING!)

With customer requests already in process, and activities and opportunities not only up to date but visible to the sales manager, the day is done. The value of equipping your sales force with mobile devices extends beyond the sales application, opening doors for GPS, GoToMeeting, Keynote/Powerpoint, Wunderlist & Candy Crush!

Sell smarter. Stay connected. Manage it all.

With Mobile Sales, the sales process will never be the same.

Request a demo today at info.amtechsoftware.net/mobile-sales-demo

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