

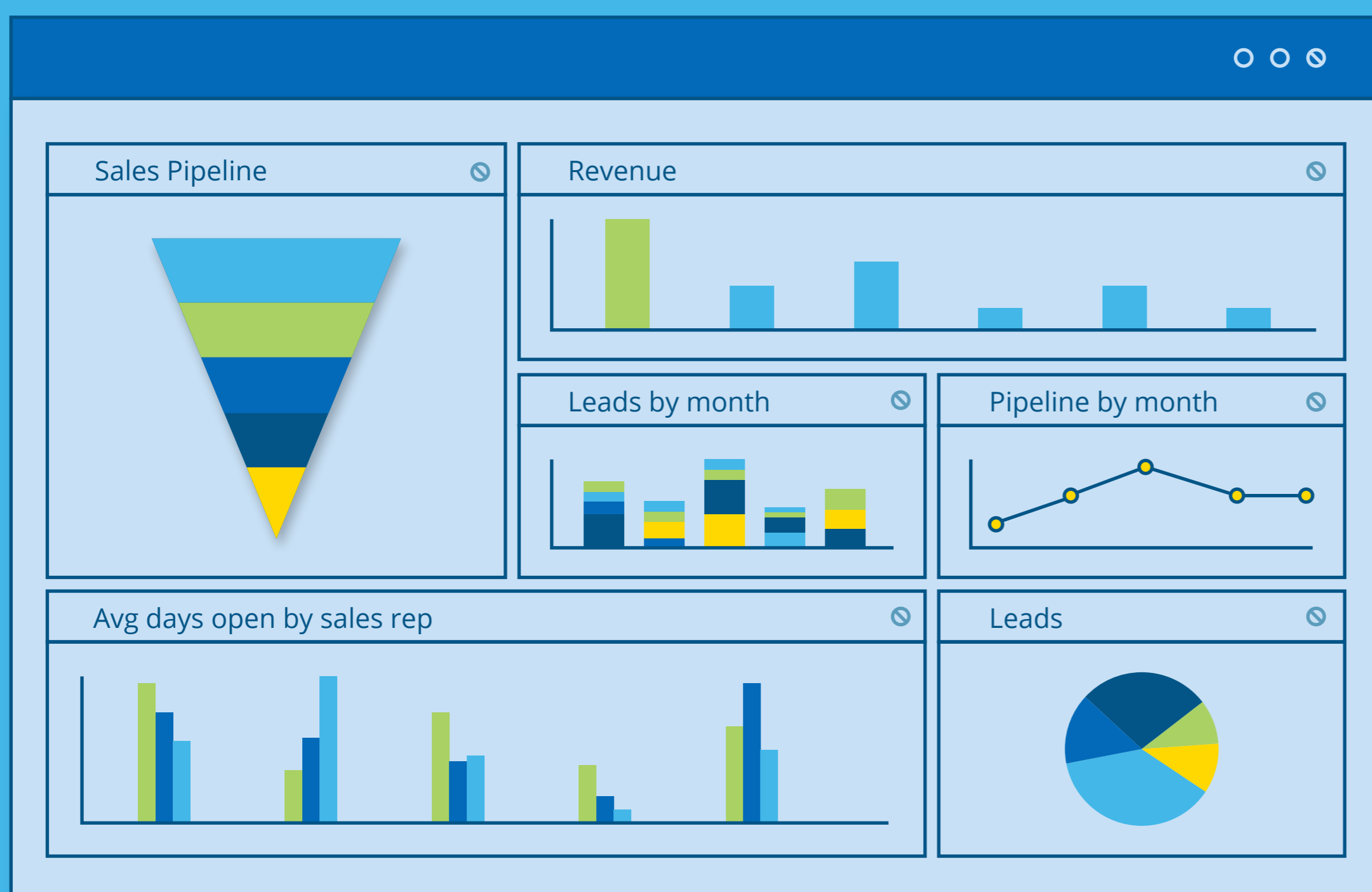
TOP 3 DASHBOARDS FOR SUCCESSFUL SALES MANAGEMENT

A DAY IN THE LIFE OF A SALES TEAM USING MICROSOFT DYNAMICS 365 FOR SALES

Here's how Microsoft Dynamics 365 (D365) for Sales from Fullscope, an Alithya company can help a sales leader.

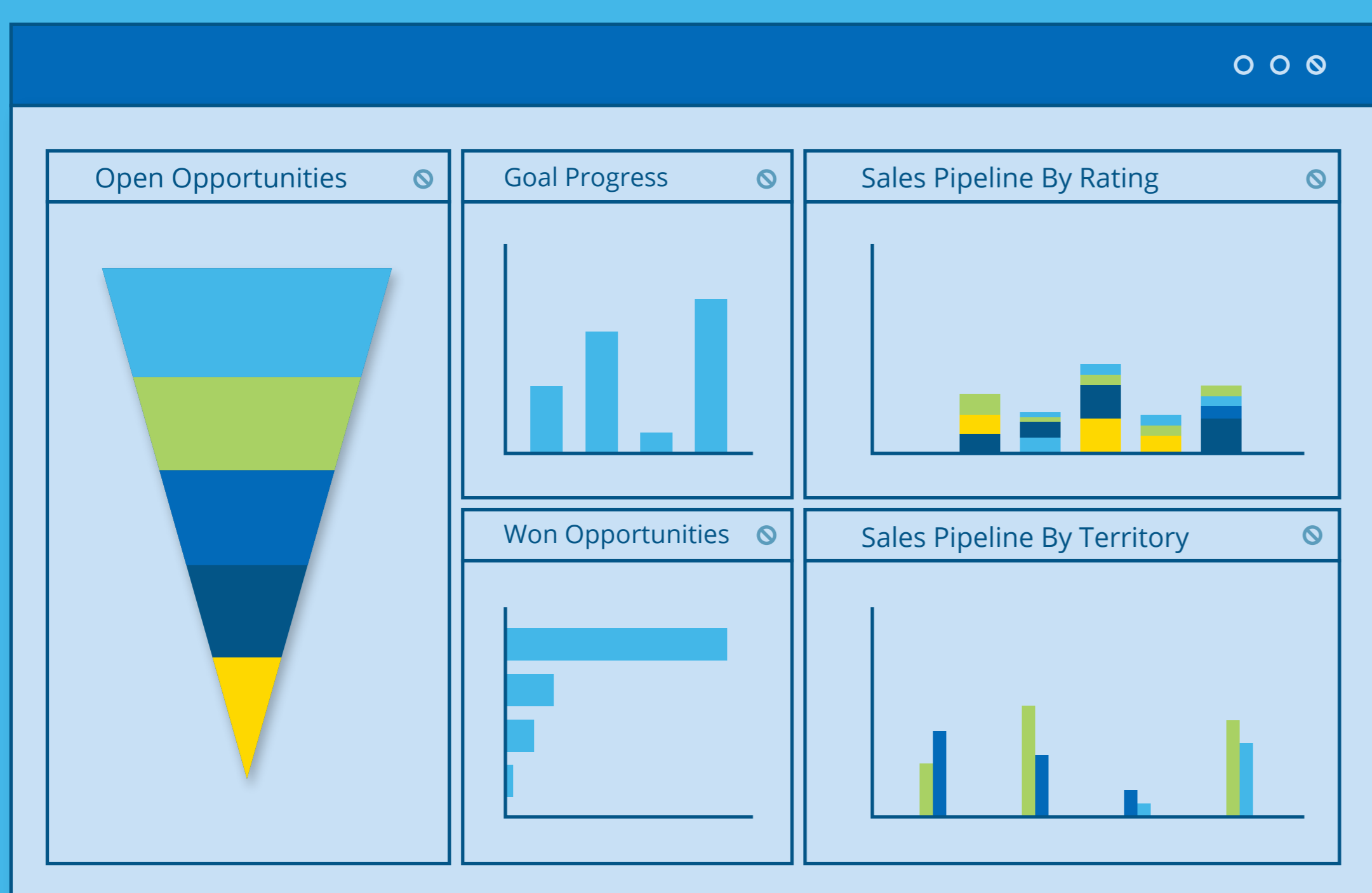
MEASURING PROGRESS TOWARDS SALES GOALS

You're a sales leader prepping for your weekly team meeting with sales managers. Here's how you use dashboards to measure progress towards sales goals.



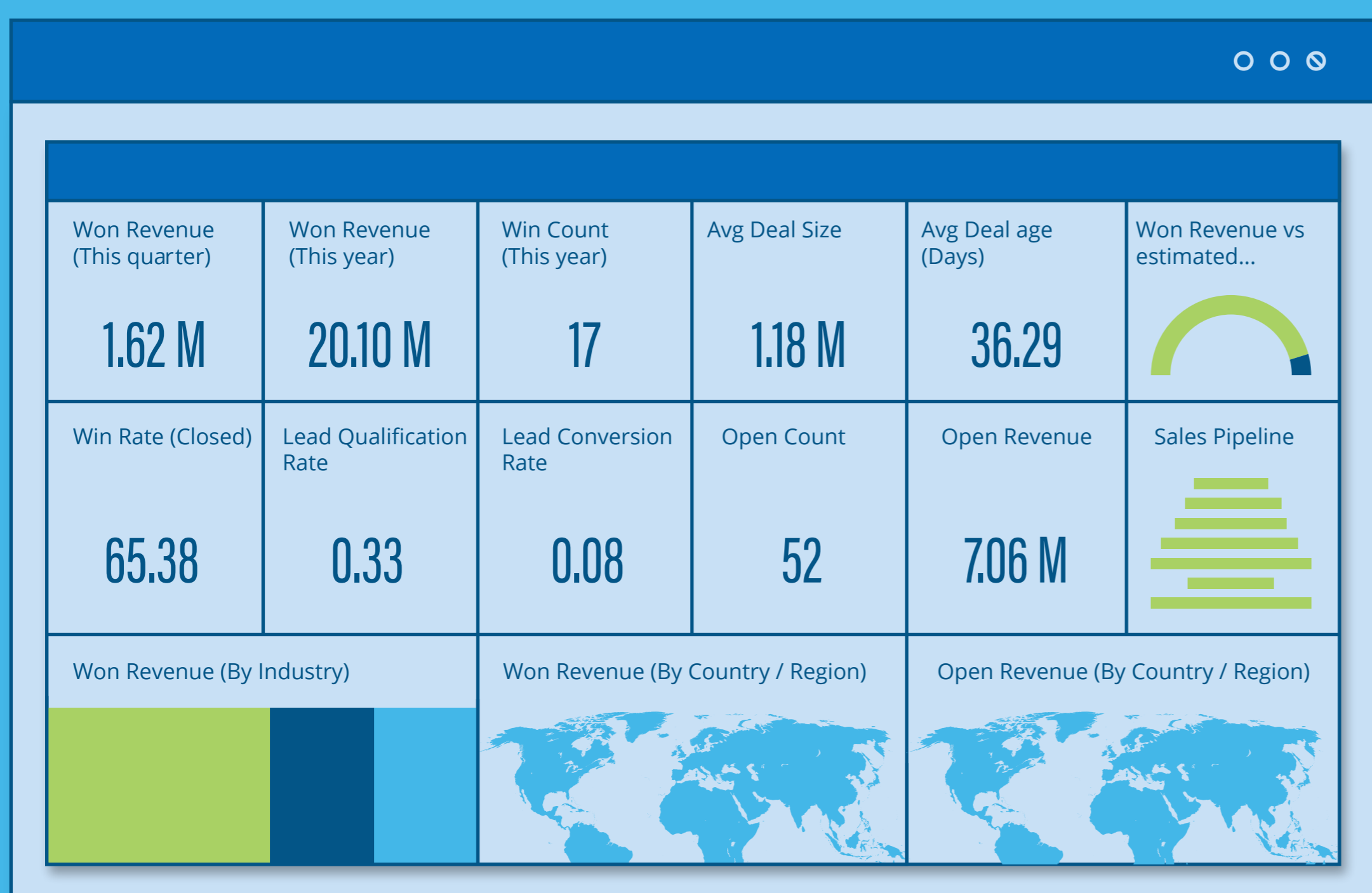
DASHBOARD 1: SALES OUTCOMES

First, look at the pipeline for all open opportunities. You can see opportunities for all the sellers you manage by sales stage, how long the sellers are spending in each stage, and average revenue opportunity by sales professional.



DASHBOARD 2: SALES MANAGEMENT

See how many phone calls and appointments your sales team is completing this week, and compare closed versus open opportunities by salesperson. In your meeting, you will talk about overdue opportunities first, moving along to the close dates that are furthest out.



DASHBOARD 3: Integration with Power BI

Power BI is a powerful tool that allows you to aggregate data from external sources such as ERP, web analytics and more within D365. Power BI packs a punch with data analysis and visualization, and D365 users can easily create their own personal dashboards & share them with their team.

Microsoft Dynamics 365 for Sales allows you to stay on top of opportunities so you can close more business.

Fullscope, an Alithya company, delivers innovative D365 solutions and services to manufacturing, professional service and equipment dealer organizations in North America and Europe. The award-winning company is one of the largest resellers of Microsoft Dynamics 365.

For more information on Microsoft Dynamics 365 for Sales, schedule a sales management assessment at

(866) 420-7624 (US)

OR

(0203) 608 1445 (UK)