

HOW A FRENCH DESIGNER MORE THAN TRIPLED THEIR WHOLESALE BUSINESS

“JOOR has allowed us to focus on the business side of our business: Recruiting new customers and growing existing customers, instead of spending time on tasks that can be done more efficiently. ”

- Sales Manager



Creating Excel linesheets, presenting collections and taking orders was time-consuming and error prone.

“Using Excel was a nightmare. We often made mistakes, it was impossible to present our collections in a visual, compelling way and it was difficult for buyers to navigate.”

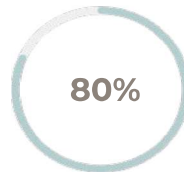
Without a digital solution, sales reps didn't have the opportunity to build better brand/buyer relationships and limited the conversation around the collection and recommended buys.



When evaluating order management solutions, the brand considered several options, including Le New Black and NuORDER. They chose JOOR for its global footprint, industry-leading customer service and support teams, and post-order management capabilities.



2.5X FEWER
Documents to
Access Real-Time
Sales Data



MORE
Market
Appointments

2X FASTER
Linesheet
Creation

Faster linesheet creation - The sales team now spends 50% less time creating linesheets and sharing their collections.

Enhanced customer trust and experience - “I feel confident showcasing our collections on JOOR - it has a clean design, and it's easy to use for us and for our customers.”

Seamless partner collaboration - Nearly 80% of the brand's retail customers already use JOOR.

Increased sales - By sharing digital linesheets with style data and images in one place, reps easily showcase styles and capture orders outside of appointments, leading to more sales.