



SalesCtrl
2016
V.7

Does This Sound Familiar?




Business

Your sales team is very busy, but there are very few closures at the end of the month!



Client Info

Your sales team faces a hard time finding information regarding past client interactions.



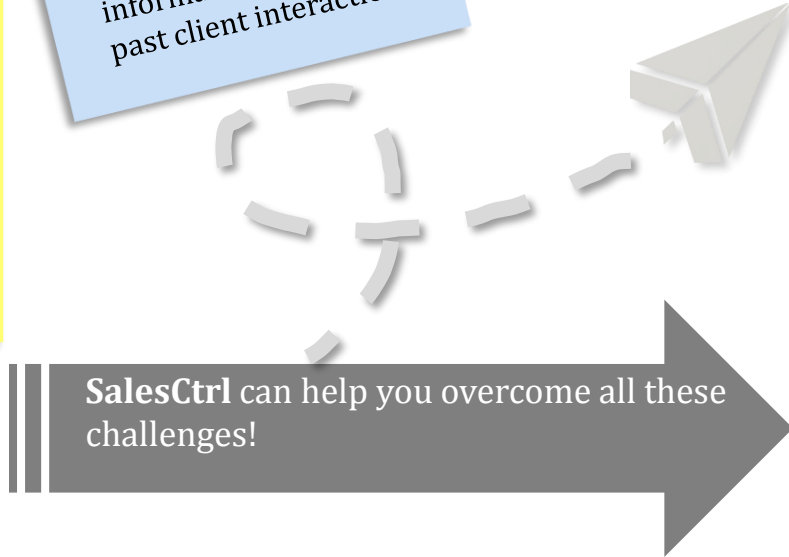
Performance

You often come across inconsistent performance of your reps & you are unable to track activities.



Updates

You spend hours pulling up data from your sales reps.



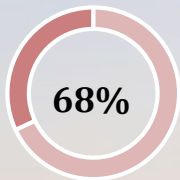
SalesCtrl can help you overcome all these challenges!

Some Statistics

Funnel

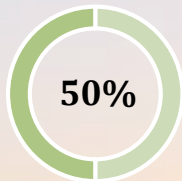


A whopping 68% of B2B organizations have not identified their funnel. [Source: MarketingSherpa]



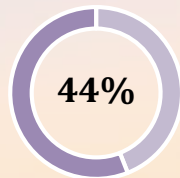
Productivity

50% of sales time is wasted on unproductive prospecting. [Source: The B2B Lead]



Follow-up

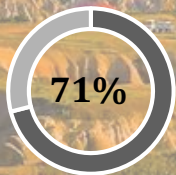
44% of sales people give up after one follow-up. [Source: Scripted]



SalesCtrl can help you address these issues by enabling you to manage your sales process better.

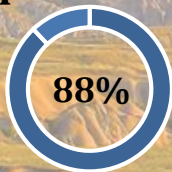
Data Entry

71% of sales reps say they spend too much time on data entry [Source: Toutapp]



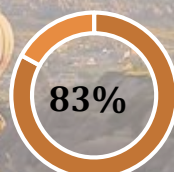
Missed Opportunities

88% of missed opportunities were caused because sales couldn't find or leverage internal resources. [Source: Qvidian]



Content Unavailable

83% of sales people report that they have a hard time finding the content they need. [Source: MarketingSherpa]





- ✓ Take your Sales teams' performance to the next level through SalesCtrl that gives you better visibility.
- ✓ SalesCtrl helps you monitor the status of current opportunities so you can help your sales team convert them into 'wins'.
- ✓ Streamline your sales processes and reduce the turn around time for closures.
- ✓ Enhance sales performance by becoming aware of the efforts of your sales team and guiding them.
- ✓ Simplify scheduling of follow-ups and make sure the right people follow-up on opportunities when they are hot.
- ✓ Internal stakeholders can share useful client information with your sales team through SalesCtrl.
- ✓ With SalesCtrl, you can have end-to-end view of all client interactions in one place.
- ✓ SalesCtrl is available as a Mobile App for Android & iOS.

Key Benefits



Visibility

Convenience of viewing daily activity of reps & monitoring the entire opportunity progression



Positioning

Helps you strengthen your sales pitch & aligns the team around a shared objective



Reliable Solution

Nothing falls through the cracks! Follow-up actions appear on the screen as to-do lists



Customer Management

Provide easy access to the customer ecosystem through a sales kit



Cohesion

Break the silos, key stakeholders can contribute and get involved



Forecasts

Helps predict the probability of closure so your team can focus on them



Faster Decision Making

Generate reports pertaining to funnel, targets, achievements, so you can plan strategies

Why SalesCtrl?

Simple



Simple application which is easy to use.

Upgrades



Automatic upgrades so you have the latest features

Support



Help Desk to connect you with Tech Support

Pricing



Pricing options that will suit your budget

Thank You!



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