

LEAD MANAGEMENT SYSTEM

Expanding businesses almost always result in lesser visibility into who is doing what and how and how well. But not knowing is not an option. Let LeadMS tell you everything that you want to know about your geographically distributed sales team and manage them effectively.

How the LMS will help your organisation?

- ✓ Sales Lifecycle Management Delivered
- ✓ Graphs, Charts, and Real Time Reports
- ✓ Dashboard for Quick Overview
- ✓ Integrated Incentive Management based on the performance
- ✓ Decision Management based on the reports

Few of the features of LMS

- ✓ Add Lead
- ✓ User Reports
- ✓ View Status - Bookmark Lead / Add Follow-up
- ✓ Map Clients
- ✓ My Performance – Chart
- ✓ Lead Ageing – Chart
- ✓ Lead Status Current Quarter and Previous Quarter – Chart
- ✓ Lead Open Vs Converted – Chart
- ✓ My Incentive

Sales Dash Board and CRMS.

How Sales Dash Board will help your organisation?

- ✓ Increase in SALES
- ✓ Increase in PRODUCTIVITY
- ✓ Increase in Productivity from DEVICE
- ✓ Increase in DEAL SIZE and DEAL VALUE
- ✓ Increase in CONVERSION RATE
- ✓ Increase in quality of SALES PIPELINE

Few of the Features

- ✓ Commissions/Revenues earned at Various Levels
- ✓ Clients Addition and Margin Addition at Various Levels
- ✓ Department wise outflow against the revenue
- ✓ Product wise earnings
- ✓ Over all Branch/Department Level Reports Viz/Viz Product wise Reports
- ✓ Integrated Authentication with SSO/HR Systems
- ✓ Role wise Access Controls

Firm Wide Dashboard to Monitor

- ✓ Firm wide revenue, Sales cost, Individual cost justification, Product Measurement

Branch Dashboard to Monitor

- ✓ Revenue, Sales cost, Branch cost, Productivity

Client Dashboards at Branch/Firm level to Monitor

- ✓ Client level performance (Revenue at segment level and cumulative)
- ✓ Pay in & Pay out flows

MIS

- ✓ Top Performers (Organization wise, Client wise)
- ✓ Top performing Branches and Regions
- ✓ Income Earned

Incentive Management

- ✓ Incentive Calculations, Credit points