

Soltrack

Accounting | ERP | CRM | Payroll

Support

Sales

Marketing Service

Best CRM

Dashboard

Serving **3500+** Satisfied Customers
Since 2002.

Growth Benefits of Best CRM

Increase Business Profitability

Customer Relationship is the bread butter in cutthroat industries

Increase Sales Leads

1 Follow Quality Prospects Not false leads

Best CRM helps you follow leads with the highest chance of conversion, reducing the sales cycle and improving win rate.

Increase efficiency

2 A well-oiled machine means Higher profitability

Best CRM ties together various departments with a single data source to address customer inquiries and concerns faster and more consistently.

Increase Chances of Making right decisions

3 React to customer behavior & market trends fast

CRM allows quick access to real-time sales, customer sentiments and trends from various channels: web, visit, reference, social networks, telecalling ...

Increase Data Security Centralize Customer and business data in one secure ecosystem

4

With data in a single CRM system, security and access is more manageable than storing it in various computers of various departments.

Increase Field Team's Productivity

5

Access real-time data and make decision on location any time.

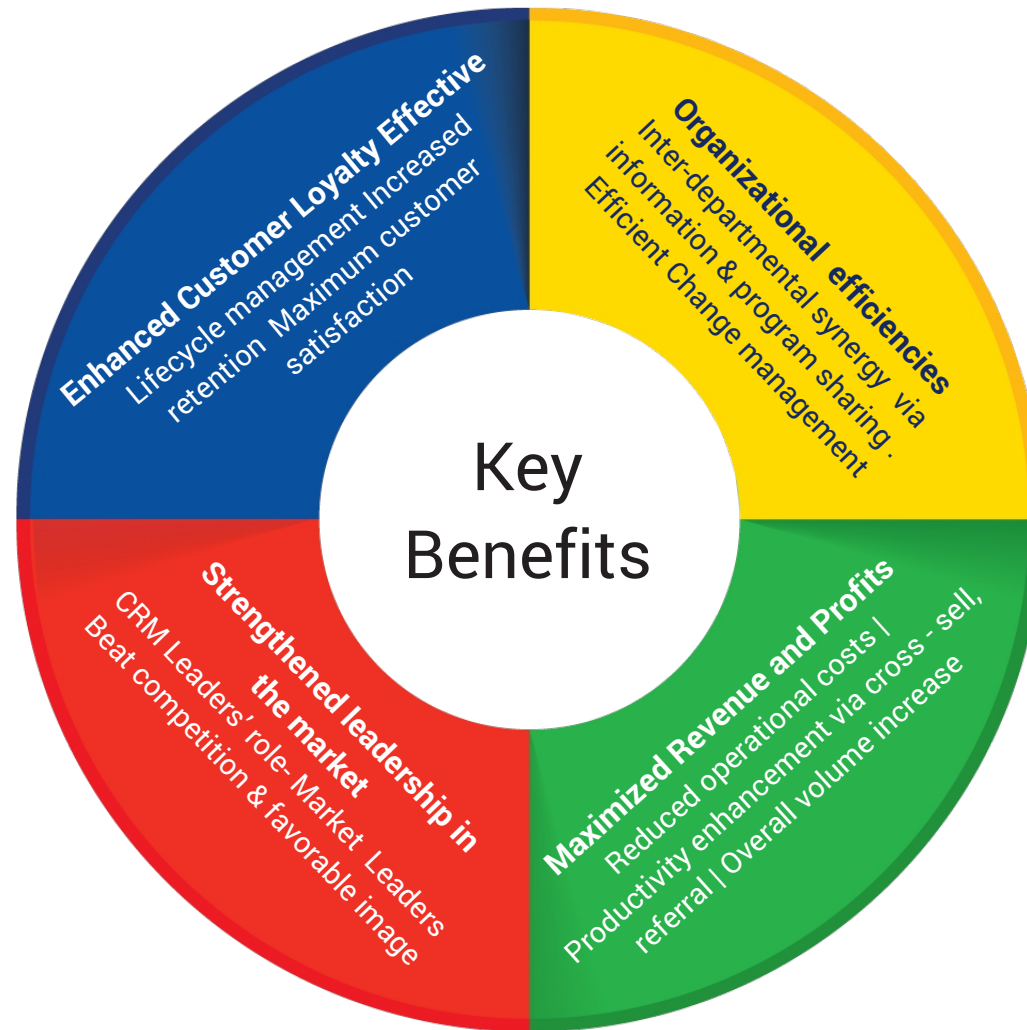
Web crm allows field teams to create reports instantly so the back or support office can start working at once.

Mostly businesses do not need a tool to manage their customers, they need a **tool to turn their inquiries INTO Orders.**



Key Benefits from Successful CRM

Successful CRM should have a comprehensive, far-fetched impact on the company in terms of: its customers, organizational efficiencies, and competitiveness in the market



Stages of the Sales Cycle

No matter what you're selling, every sale follows roughly the same pattern. It's a rare sale that doesn't include each of these steps in one form or another. Often salespeople don't think of certain stages as being different events - for example, qualifying often happens as part of the cold call, the sales presentation or both - but each of these stages is, in fact, necessary to advance the sales process.



Enquiry



Set Appointment



Make your Presentation



Understand Client Requirement



Close the Sales



Contact Management

- Easily Manage Customer Details
- Feed important information of customers
- Capture both registered and shipping address
- Edit and sort customer details.



Enquiry Management

- Full contact information on the lead.
- Distribute leads effectively
- Easy to monitor lead status
- Quickly view all interaction with customers
- Real-time sales performance dashboards.



Manage Quotations

- Seamlessly generates price quote
- Link quotes to accounts, contacts, or opportunities.
- Quick quotes for pricing and availability.
- Publish and send in various formats, PDF, MSWord etc.
- Customise Invoices & Quotes using Logo & Company details



Follow your Customers Efficiently

- Filter details, chat, product mapping & order process.
- Monitor & track new opportunities
- Captures information of customer interaction
- Automatic reminders for follow-ups.
- Provides integrated account history



Excellent Order Management

- Improves sales visibility
- Efficient order processing.
- Quick inventory information
- Information on billing ,payments & invoices
- Easily create general ledger information.



World Class Support & Service

- Book Customer complaint
- Distribute complaint to Engineer
- Easy to monitor Customer complaint status
- Improve quality of product
- establish a company as a trusted brand

Why need CRM ?



- ✓ Precisely manage leads and never miss a next step
- ✓ Have a global view on your sales pipeline at a glance
- ✓ Be great at cold calling
- ✓ Remember exactly where you are with each prospect
- ✓ Get a clear overview of what is happening and help your sales
- ✓ Streamline major areas of customer interactions
- ✓ Tracks daily activity tasks
- ✓ Sales people's performance management
- ✓ Keep track of leads, opportunities and sales orders
- ✓ Scalability
- ✓ Real time visibility with dashboards and analytics
- ✓ Get centralized database with CRM
- ✓ CRM is not only technology, it is a business strategy
- ✓ Manage Customers Without worrying



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Soltrack Technologies Pvt. Ltd.

312/A, Ratna Business Square, Opp. H.K. Commerce College
Above Croma Showroom, Ashram Road,
Ahmedabad-380009, Gujarat, INDIA.

URL: www.soltrack.co.in Email : sales@soltrack.co.in

Mobile : 9824540746