



SalesPath+ is a Salesforce native application for automating sales processes and enabling real time monitoring and reporting on every sales opportunity.

SalesPath+ allows sales management to deploy its sales best practices across the entire sales organization, enforce its desired sales cadence and implement real time, predictive reporting and forecasting.

Features

- + Create unlimited number of unique, real time SalesPaths for any use case, sales type (new account, renewal, add-on, upsell, etc.), vertical segment, geographic segment and individual accounts
- + SalesPaths can have an unlimited number of metered stages and tasks
- + Stages and tasks can be defined as mandatory or optional by sales management
- + Realtime monitoring and alerts for approaching and past due dates for all stages and tasks associated with all opportunities
- + Sales managers can create and assign stages and tasks to “in progress” SalesPaths
- + Calculates and adjusts close dates for all opportunities based on the management defined SalesPath and current developments with the opportunity
- + Adds real time statistics and updates to standard Salesforce reports and dashboards.
- + Allows drill down from dashboards and reports to the stage and task level of every opportunity
- + Maintains a historical database of all SalesPaths for every account and sales opportunity
- + Allows sellers to assemble virtual sales teams by inviting team members to accept a responsibility for a task
- + Active Win Loss data collection at each stage of every opportunity
- + Implementation enabled by easy-to-use menus; no programming required.
- + Includes pre-configured SalesPaths, dashboards and reports
- + Compliments qualification methodologies such as MEDDIC, MEDDPICC and Strategic Selling

Benefits

- + Improve sales win rates
- + Increase revenue
- + Improve sales forecast accuracy
- + Minimize lost revenue from the “End of Quarter Rush” phenomenon as defined in the Harvard Business Review (insert link)
- + Enable data driven continuous improvement of sales best practices and sales processes
- + Improves CRM hygiene
- + Enables more accurate and timely reporting on competitive positioning and market conditions
- + Facilitates more seamless account transitions among sellers and sales teams



For more information about SalesPath+ or to request a demonstration go to **www.AdvancedSales.ai** or email us at **Sales@AdvancedSales.ai**