

Advanced paths. Smarter sales.

SalesPath+ is an innovative Salesforce AppExchange app that enables sales teams to design custom AI-based sales strategies that are tailored to the unique selling cycles of each business and prospect.

Custom Sales Paths & Insights



Update Current
Milestone date



Move to
Sales Strategy



Abandon
Opportunity



Customized Sales Strategies

With SalesPath+ you can design and implement custom sales paths that best meet the needs of each opportunities unique sales strategy. From new account opportunities to renewals, SalesPath+ helps your team stay on track with tailored sales paths.



Metered Sales Cycles

SalesPath+ introduces time based sales paths and milestones that enforce sales cadence and provide insight into performance. Sales strategies should be designed around opportunity and account types and SalesPath+ let's you create a library of sales paths that can suit any of your prospects needs.



Real Time Close Date Forecasting

Reduce end of quarter rush and unnecessary discounting. SalesPath+ proactively forecasts close dates based on known sales cycle durations to provide best-in-class forecasts. Adjust milestone dates on the opportunity and SalesPath+ will automatically adjust the close date to reflect the impact.



Assign Tasks to Milestones

Design custom Sales Paths that automatically create important tasks for your team need to complete throughtout their sales cycle. Required and optional tasks give your team the flexiblity the need while ensuring key activities are completed at each step of the opportunity.



Dashboards with Real Time Insights

Custom SalesPath+ dashboards combine real-time opportunity metering across your pipeline so you can view performance across yours and your team's opportunities. Opportunities with warnings or overdue milestones can be quickly filtered so you can focus on getting them back on track.



Deep Reporting and Performance Insight

With SalesPath+ you'll gain increasing insight into your sales cycles and your team's performance. Easily report on win loss by sales path, team, and sales person. Identify where deals go wrong and average sales cycle times by milestone, opportunity type, and size.



Sales Team Collaboration

Invite team members to take ownership of SalesPath tasks and ensure no one drops the ball. Team members can accept or decline tasks requests so you always know when someone is working to help you land the deal. Managers and sales people can create new tasks and assign them to milestones, so that everyone knows what's needed to close the deal.