

Salesforce CRM

Hospitality Sales & CRM Accelerator

If you are a Hospitality business interested in a Sales & CRM solution for lead to contract management for ...

Solution specific to Hospitality Industry
Sales & CRM Functions
Short timeframe to Go-Live
Quick User Adoption
Faster Realization of benefits
Speed to Market

You should consider Process360's Hospitality Sales & CRM Accelerator



Solution Details

- Manage Properties and Rooms Details
- Maintain Price books for rooms & facilities
- Maintain Customer profiles
- Lead Generation, Qualification & Conversion
- Manage Opportunity Cycle and Pipeline
- Generate Proposals / Quotes
- Maintain Agreements with Corporate customers
- Alerts for Agreement renewals
- Integrate with PMS for Sales information
- Execute Campaigns to target prospective clients
- Track Service Requests from customers

Features / Benefits

- Built on Salesforce Sales Cloud CRM solution
- Pre-built solution for Hospitality Industry
- Customizable to customer business
- Dashboards for Insights and Decisions
- Short implementation time-frame
- Faster ROI on License utilization
- No upfront infrastructure investment
- Extend solution with new modules / features

The Hospitality Sales & CRM Accelerator helps hospitality businesses manage complete Sales cycle from executing marketing campaigns, lead sourcing, lead qualification to sales opportunity management, managing opportunity pipeline, generating proposals and quotes to managing agreements and addressing customer services requests.

The solution framework helps hospitality businesses manage property and room details, detailed customer profiles and have a complete 360-degree view of their customers. The solution supports integrations with 3rd party channels / aggregator sites and social media sites for lead generation. The solution can be integrated with Property Management systems (PMS) for sales information and room nights consumed.

The solution can be extended further to offer advanced service management and marketing campaigns functionality via the Service cloud and Marketing cloud solutions from Salesforce.

If you would like to understand further details and discuss the Hospitality Sales & CRM Accelerator, Please contact will.sturt@processthreesixty.com or visit <https://www.processthreesixty.com/hospitality-sales-crm-solution/>