

Salesforce CRM

Real Estate CRM Accelerator

If you are a Real Estate Company interested in a CRM solution for lead to contract management for ...

Solution specific to Real Estate business
Lead to Contract Process
Post Sales customer service
Short timeframe to Go-Live
Quick User Adoption
Faster Realization of benefits
Speed to Market

You should consider Process360's Real Estate CRM Accelerator



Solution Details

Manage Property Details for Commercial, Residential, Land/Plots
Maintain Property Inventories for Sale / Rentals
Generate Proposals / Quotes
Maintain Contracts for Sales / Rentals
Record Payments schedules and Payments
Track EMI / Rental payments
Alerts for payments / rental contract renewals
Extend Solution to Agents / Channel Partners
Execute Campaigns to target prospective clients
Track Service Requests from customers

Features / Benefits

Built on Salesforce Sales Cloud CRM solution
Pre-built solution for Real Estate
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 Real Estate CRM Accelerator helps real estate companies 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 contracts & rental agreements and addressing customer services requests.

The solution framework helps real estate companies manage property inventories and have complete a 360-degree view of their customers. The solution supports generating payment schedules / milestones for sales agreements and monthly payment schedules for rental contracts to track payments against milestones, generate invoices and alerts for payments due.

The solution can also be extended via the partner portal to channel partners i.e., agents and brokers for tracking leads and sales generated through channel partners (CPs)

If you would like to understand further details and discuss the Real Estate CRM Accelerator, Please contact will.sturt@processthreesixty.com or visit www.processthreesixty.com/solutions/commercial-real-estate-accelerator/