



Sales Efficiency

Sales Process Optimizations

Effortless Business Scale



Sales Efficiency

Capabilities and optimizations at each step of your sales cycle.

Empowering you to sell more while boosting productivity and reducing costs.

Assessments

Platform
Optimization

Our Sales Efficiency

✓
Process
Optimization



Partner
Experience
PRM

Faster Quotes
CPQ

Areas Assessed & Optimized

Sales Capabilities

Sales User
Experience



Sales Process

Platform
Dependencies



Sales Process Optimization

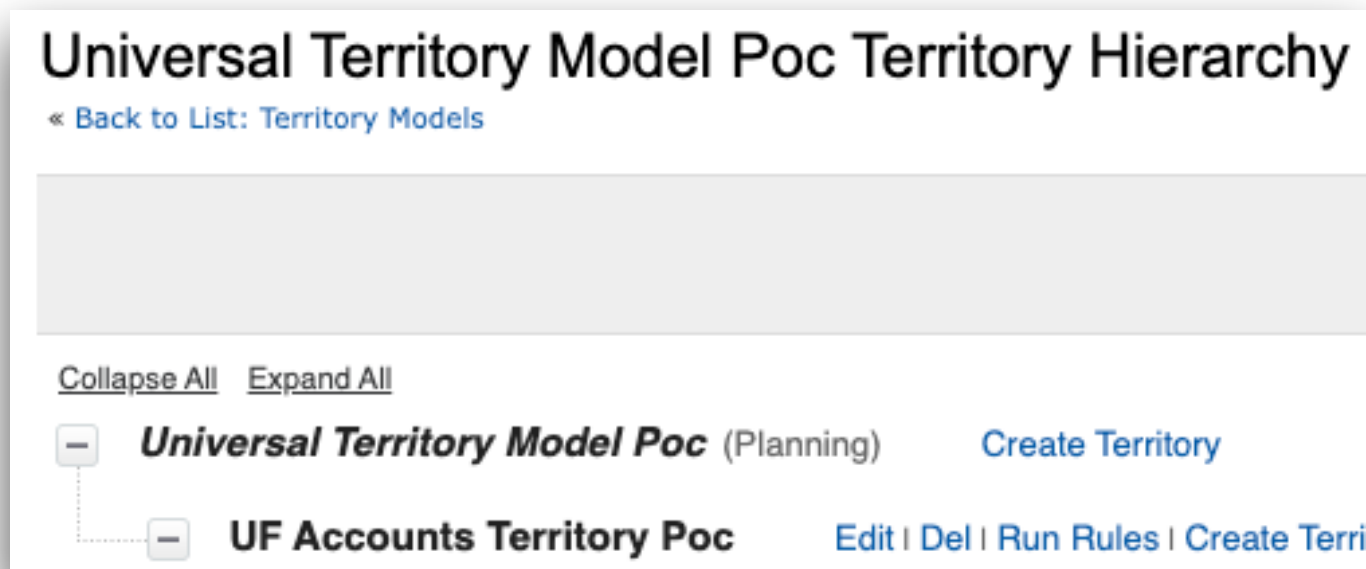
Implementation Process

Reach your goals faster

Implementation follows recommendations from assessment step to fill capability gaps and help you scale faster. Some sample capabilities and optimizations are listed here.

Account Planning


Leverage Territory management(TM) for easy and accurate Account assignments to sales executives based on your business criteria. Helping them quickly reach sales targets.





Account Insights

Know how your customers at the click of a button. Capture information related to them in a 360° view. Setup homepage charts showing customer account hierarchy and a account 360° view.

	AccountName	Phone	Type	Employees	Industry
1	Mary Valeria inc	560-113-5319	Investor	45	Energy


SUM OF OPPORTUNITIES
6024488


TOTAL OPPORTUNITIES
10


TOTAL CONTACTS
3

	Name	Amount	CloseDate	StageName	Type
1	MaryTheresa	942468	2021-10-03	Prospecting	Existing Customer - Replacement
2	MaryAllene	847432	2021-03-14	Negotiation/Review	Existing Customer - Upgrade
3	MaryArtie	805794	2021-06-25	Proposal/Price Quote	New Customer
4	MaryBelle	838344	2021-06-20	Value Proposition	Existing Customer - Upgrade

Lead Management

Make it easy for your customers to reach you with web to lead and other options.

Follow up on your leads immediately for a higher chance of converting them.



Opportunity Management

Make it easy for your sales executives through the buying process with opportunity stages and process.

Create accurate forecasts of revenue.

Account Name	Close Date	Amount	Opportunity Owner
Annie Abbie inc	11/15/2021	\$863,925.00	Ax Jacob

✓

Qualification

Needs Analysis

Value Proposition

Activity	<u>Details</u>	Chatter
Opportunity Owner		Amount
Ax Jacob		\$863,925.00
Private		Expected Revenue
<input type="checkbox"/>		\$86,392.50
Opportunity Name		Close Date
WillieMartha		11/15/2021

Sales Analytics

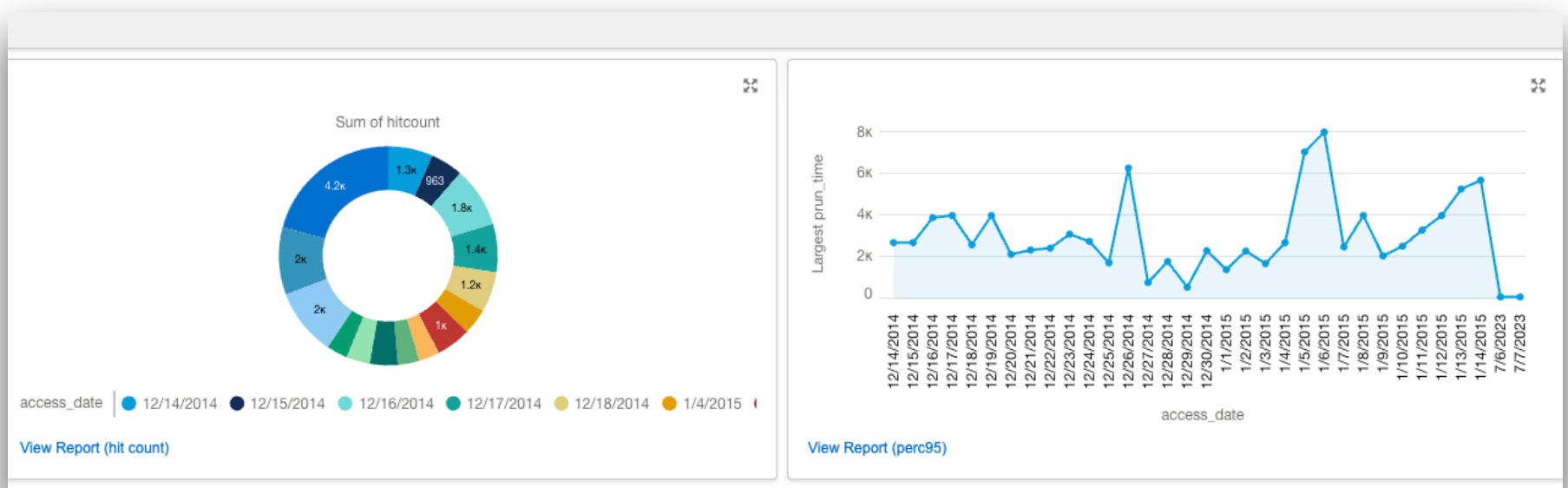
Giving you insights and new Ideas to scale

Management of insights and data analytics associated with the sales process.
Track and deliver.

Reports

Use reports/dashboards for performance history, trending, predictions, propensity, revenue and territory/pipeline forecasts.

Optimize report execution for faster access to data and time saving.
Report creation process and ownership to manage number of reports created is also optimized.



Sales experience

Boosts sales productivity

Sales executives having a good user experience using the sales process have better productivity and adoption.

Sales User Experience booster

- Review and optimize Lightning page design
- Optimize Lightning page load times
- Optimize navigation for completing tasks
- Optimize application usability



Experience comes from good design, application performance and usability.

Best Practices

Throughout the sales optimization process we compile best practices based on assessments, execution and optimizations. These best practices will help you keep your implementation at high levels of efficiency and cost savings.

- Cost efficiency best practices
- Platform efficiency best practices
- Testing tools and services
- User experience



About
unificient

Our Mission

Share our learning to empower our customers to provide exceptional experiences to their employees and customers.

Our Goal

Go beyond functionality to deliver exceptional experience, growth, and cost efficiency to our customers.



Our values

Trust is our #1 value. Business with integrity, innovation and the drive for customer success are our core values.

Expertise

Over 15 years working on the Salesforce platform. More than a decade as a Salesforce employee.

1% pledge

We are excited to be part of the 1% pledge and give %1 of our time in serving our community.



Email: scale@unificient.com
anil.jacob@unificient.com

Website contact

www.unificient.com/s/contactus

LinkedIn

www.linkedin.com/company/unificient/