

Sales Process Map

Plan and Execute Marketing Campaign



Outbound Calls



Inbound Calls



Sales Team

Dealer/Partner

Create New Leads

- Search for the customer in SalesBabu
- If one doesn't exist, create a new lead



Lead Capture

- Prospect Details
- Set up lead assignment rules
- Product interested
- Lead Source and other attributes

Sales Follow-up

- Discuss with prospect
- Analyze their requirement

Qualified ?

Lead Dropped

No



Use email marketing and follow-up calls to re-market to your archived leads.

Yes
Convert to opportunity

Top 10 Oppr

Unattended Oppr



Opportunity



Presentation

Sales Follow-up

Referral / More requirements

Open Opportunities

Configure SalesBabu CRM as per your internal sales methodologies and processes, making it easier to monitor your sales pipeline. Also schedule the sales follow-up activities - Telephone call, Meeting, Demonstration...

Top Sales Reps

Closed Business by Month

Pending Payments

Support



Proposal



Negotiation

Got Order, Won ?

Yes

Sales Order

Delivery Payment Collection

New Customers

Configure SalesBabu CRM as per your order fulfillment processes, making it easier to monitor your order delivery.

Loss Analysis – competitor, reason for loss



Keep an archive of your dead opportunities. Use email marketing and follow-up calls to re-market to your archived Opportunities.

SalesBabu provides a 360-degree view of your customers and facilitates collaboration across your organization, helping you build strong, lasting customer relationships and enhanced visibility across all sales stages

Close deals faster by providing a single place for updating deal information, tracking opportunity milestones, and recording interactions. Easily analyze your sales pipeline so you can quickly identify and eliminate any bottlenecks in the sales cycle.