



GNP Tech Consulting Pvt. Ltd.
(Advisory-Consulting-Technology)

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GNP's - Smart Sales Management (SSM)



SSM is designed to assist field force in customer visits and keeping track of visit details for future visits. This brings in more accountability and traceability and helps in B2B re-

NEED OF THE APP:

- Field force plays a major role in the B2B Business of any organisation having sale of multiple products.
- Visits by field force need to be made more effective and tracked for interactions.
- There is a need for effective system for keeping track of customer visits and discussions.
- This information helps Organisations to understand better the Customer related issues and effectiveness of field force.

ADVANTAGES OF THE SYSTEM:

- Easy to implement and no additional HW is required for this system
- All the customers can be mapped without any additional cost.
- Total Operational cost is reasonable and affordable
- System is backend ERP neutral
- With Customer sales data link, helps in retrieving key Sales information of the Customer during the visits.
- Customised reports for Field Force and Customers

VERTICALS WHERE THIS IS VERY EFFECTIVE & USEFUL:

- Retail industry with Pan India presence with large Field Force
- Pharma companies with large number of Sales representatives
- Support Service Oriented companies like Maintenance of Electronic goods, Large value Assets, Utility companies etc.
- Audit Firms with multiple clients