Tigernix

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Tigernix**ERP**

Enterprise Resource Planning System

Sales Force Management

SOLUTION OVERVIEW

If increasing the sales volume is the company's trigger for growth, minimizing the sales cycle duration, accelerating the productivity of the sales force and strengthening the bottom-lines must be on your priority list. Then, your one stop halt must be nowhere else but TigernixERP.

TigernixERP offers its ultimate sales force management software package to remove the loopholes of your sales process. This module acts as a central repository connecting all the activities of the sales process to a centralized network. Power your salesforce with TigernixERP Sales Force Management software and come across the hike in sales and productivity of your sales force.

ADVANTAGES

This is how TigernixERP works as an effective module on your sales force management software furnishing your organization with a profusion of advantages.

Scale up efficiency

Despite collecting sales figures manually from a couple of sources, with the automation of this software, sales managers will be able to access sales statistics from a centralized database. Due to this, sales activities of your sales force members can be tracked and guided towards their targets easily.

Salesforce CRM for better customer service

As all the details of customers are stored in a compact way, everything will be clearly visible through a unified hub. Thus, the sales force will find it hassle-free to analyze customer engagement with the business, status of prospective sales, historical sales timeline and more. This will arm your sales force with enough resources and information to provide an outstanding customer service. With effective leads mapping, your sales team can meet the needs of the potential customers impressively.

Salesforce integration with other functions

Basically, your sales force integration optimizes your business's to-order process. Through sales force integration, KPIs can be built up and develop dashboards with correct information irrespective of the point of source. In addition, the software will improve the collaboration with the other organizational units by several times.

High Flexibility

The obvious fact is that any business in the market is sales-oriented. Thus, for any industry, managing of their sales process is a critically important factor for the growth of the organization. This is the reason TigernixERP provides customizable modules to help you optimize your sales management according to your industry demographics.

BASIC FUNCTIONALITIES

Following are some of the functionalities this module of the TigernixERP system comprised of to deliver you an end-to-end solution.

Sales Force Tracking

By tracking the activities of the sales personnel, their productivity can be levelled up which straightforwardly leads to achieved targets and growth of top-lines of the business.

- Management of leads
- Electronic quotation generation
- Tracking orders and deliveries
- Tracking follow-up of commercial activities
- Customer's contract management

Automated Sales Quotations/Sales Orders

The major documentation part in the sales process will be upgraded from paper stacks to digital screens by automating sales quotations and order preparation, saving your business's valuable time.

- Management of sales delivery addresses, invoice, and order.
- Diverse delivery logistics.
- Incoterms administration
- Prompt delivery
- Novel templates and rapid copies of order and/or sales quotations.
- Customer's preference concerns

Delivery

On-time delivery of products is one of the top expectations of the customers. This need can be met exceptionally with TigernixERP delivery management tool.

- Dispatch administration
- Job assignment management
- Order entry
- Label printing
- Routing and scheduling

Targeted Lead Management

Leads created through campaigns and promotions can be converted into profitable accounts only by effective lead management which is possible with TigernixERP.

- Organized follow-up and scheduling
- Regular management of the sales pipeline
- History viewing and traceability features
- Lead nurturing and scoring
- Prospecting tools

Pricing Solutions

This module encompasses with a full suite price management tool, providing an enormous support to price management process. This is very useful as price is the predominant factor that decides your profits and demand.

- Advance channel analysis
- Forecasts
- Competitor and market price analysis
- Management of price lists
- Pricing analytics
- Scenario planning
- Management of product packaging

Tracking Sales Process

With this sales process tracking feature, businesses can conceptualize the sales process and make sure that none of the important leads and activities are missed out.

- Channel management
- Field sales management
- Referral tracking
- Territory management
- Performance metrics

Sales Order Lines

With this feature, sales managers can enhance the efficiency of sales order lines in a stroke which permits them to proactively work on cold leads choked in the pipeline and convert them into a bunch of profitable sales.

- Self -activating of delivery delays, stocks, and prices
- Swift seizure 'without the physical product'.
- Configurable product mixes
- Simultaneous management of dual units of measure to the order.
- Group/ category sales management

Invoicing Software Module

The higher the volume of sales, the higher the number of invoices. This is quite impartial and time-consuming with manual systems. Thus, invoicing module of TigernixERP offers an invoice generation wizard for real-time automatic invoicing.

- Customizable invoices
- Hourly billing
- Invoice history
- Multicurrency conversion
- Online invoicing
- Online payments
- Recurring billing

Sales Pipeline and Invoicing Control

TigernixERP empowers businesses, with sales pipeline and invoice control solutions which are a featured function of its sales force management module.

- Complete historical records of sales
- Administration of invoicing
- Fully-automated delivery process
- Electronic scheduling tools
- Activity tracking

Inventory Sales Management

This module offers inventory management solutions which are the roots in the sales process as the availability of stocks on time matters a great deal.

- Managing varied product lines
- Multiple configuration options

Collective functions

The distinctiveness of TigernixERP is its multi-functioning nature that brings your choice economic yet advantageous.

- Multi-sales points management and trackability
- Multi-warehouses management
- Amenable with many languages
- Multi-delivery options
- Diverse price list options

Sales Integration

This module of the TigernixERP system is fully adaptable and can be integrated with other systems and applications of the entity such as,

- E-commerce platforms
- EDI module for online orders
- Invoicing and delivering process
- Sales ledger and other related journals
- Inventory control systems
- Follow-up mechanisms
- Work schedule integration

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