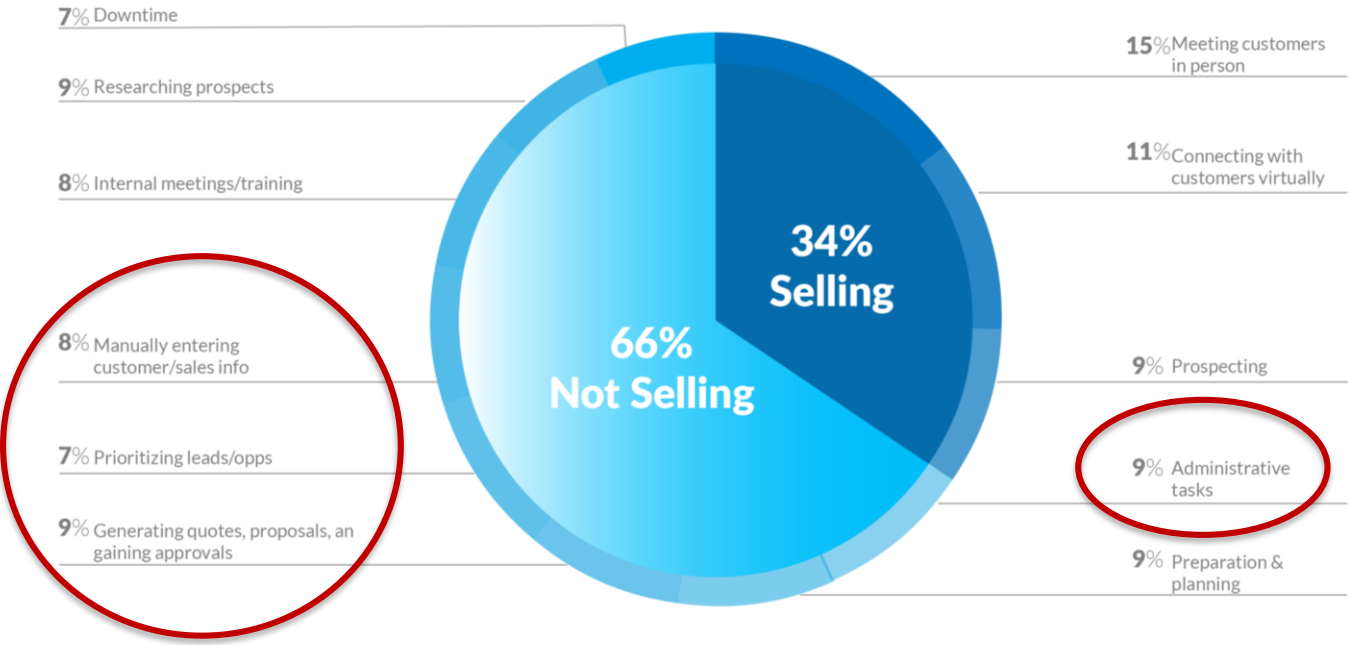
7 Sneaky Ways Your Sales Tech is Costing You

Mega Conference 2019

Hi, I’m Shawn…

- Lefty
- Golf hack
- Twins

Percentage of time sales reps spent during an average week



Source: Salesforce

You Can't Bring Your Database on the Go

1

You Build Reports & Proposals Manually

2

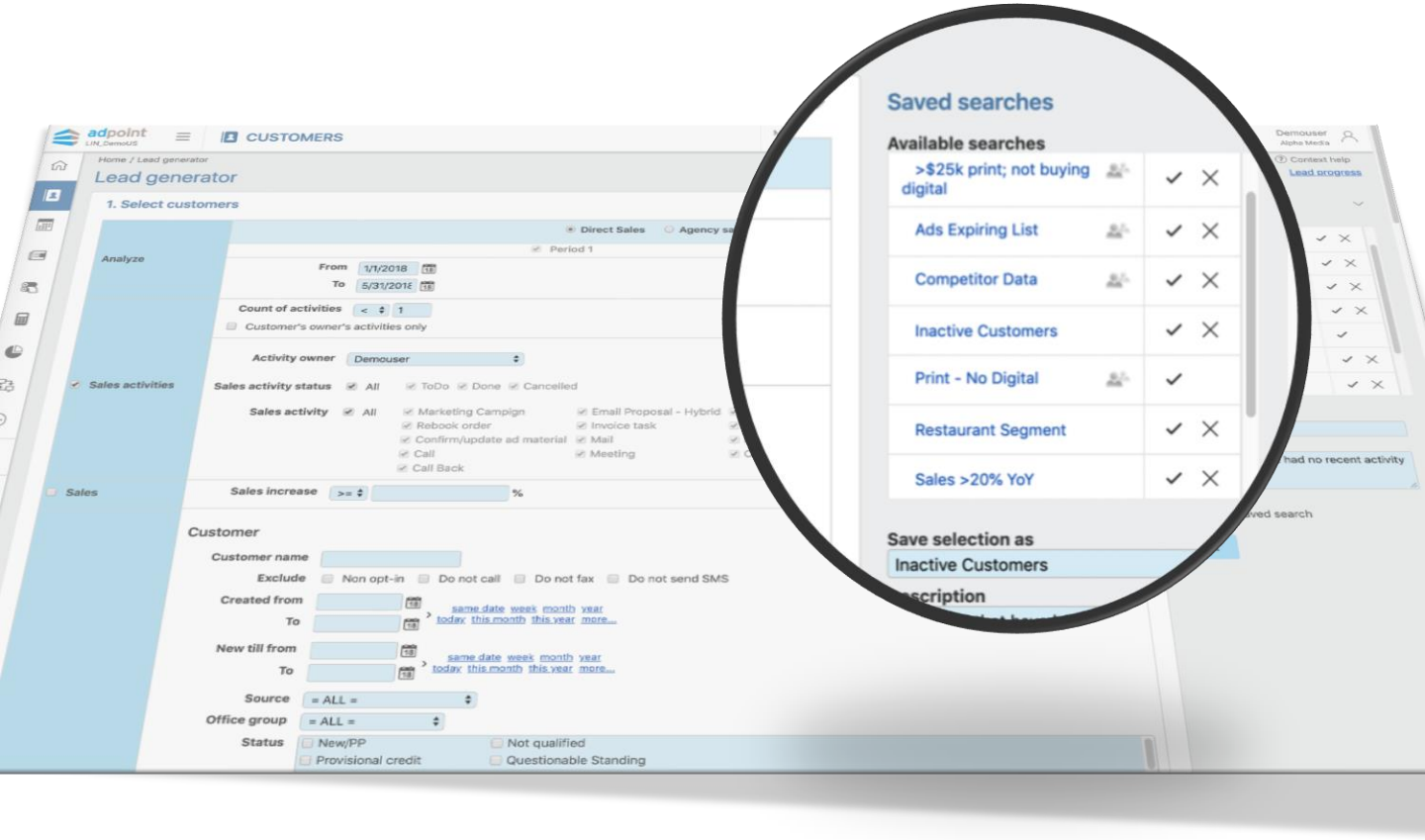
Your Software Needs Downtime for Maintenance

3

You Don’t Source Leads from Within Your Database

4

Existing Clients Are The Best Leads



You Frequently Face Double-Entry

5

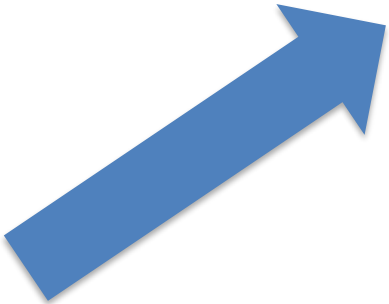
You Spend Time Booking Low-Value Ads

6

You Can’t Recognize Revenue Effectively

7

More Selling



Less Admin

Summary

1. Cloud and mobile solutions provide data access
2. Automatic & dynamic document generation
3. Real-time data
4. Create actionable leads with internal database
5. Simplify IT; Collapse data silos
6. Right-size your sales efforts with self-service
7. Automate finance business rules and processes

Questions?

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