

Sell smarter, not harder,

with Dynamics 365 Sales



Are your sales team really that productive? Do you know how your sales team spend their time?...

On average

32%

of a salesperson's time is spent actually selling to customers 1



In fact

of salespeople admit they have way too many sales tools and can't keep up 2

Only

of salespeople are considered trusted advisors ³



Now is the time to align your sales processes to

make selling easy and effortless

you're reaching way beyond the basic sales force automation tools. Give your sales team the data to better understand their customers' needs, and ultimately, win more deals. With Dynamics 365 Sales integrating with Microsoft 365,

By having Dynamics 365 Sales in the palm of your hand,

you're able to take full advantage of the Microsoft suite and its extensive capabilities, including the Microsoft Power Platform.

their time back so that they can focus on the all-important selling. Salespeople get caught up time-consuming and repetitive tasks typically stemmed from

disconnected tools and incomplete or

Give your salespeople

missing data.

productivity and achieve the results your business needs.

Give your salespeople more

Sales, so they can boost

hours in the day by automating

manual tasks with Dynamics 365

of a sales rep's time is spent on non-selling activities 4

> responsive with an integrated Microsoft cloud platform that makes selling smarter, not harder. Combine Microsoft Dynamics 365

Sales with Outlook, Excel, Teams,

Power BI and Power Apps for the

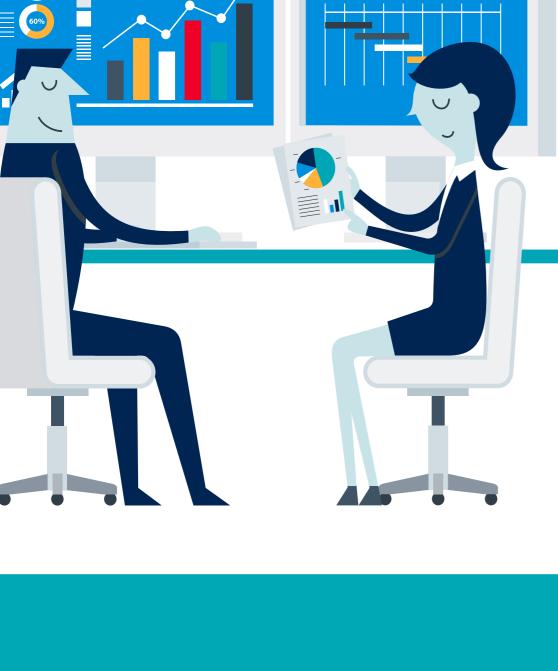
Make your customer service team

more reliable, knowledgeable and

ultimate workforce.



60%



Having the right information, at the right

time, in the right place, for the right person

can significantly impact the time it takes to

Say goodbye to scrolling through endless

business decisions. With so much sales data and customer information in multiple places, it can become very confusing to know which opportunities to focus on and what to do next.

and knowledgeable

Make insight-led

tells them exactly what steps they should take next to move deals forward. Fast-growing sales organisations effectively embrace AI to win more deals. 6

With Dynamics 365 Sales, your salespeople get

alerted with real-time customer changes, which

Stay ahead of the competition with smart selling...

amounts of data in Excel spreadsheets when Microsoft Dynamics 365 Sales can do the hard work for you, so you can always be

With sales capabilities embedded right in Microsoft 365, it's never been easier to sell smarter, especially when

close a new opportunity.

one step ahead.

can now be automated 8

85%

of a salesperson's day-to-day activity

Al-powered sales teams generate

more leads and reduce call times

by up to

70%

support them.

Learn more

Having delivered over 8,000 successful projects, we've plenty of experience implementing business systems, Microsoft Dynamics 365 solutions and the technical infrastructure to

We are a Microsoft Gold Certified Partner. We can deliver Microsoft Dynamics 365 solutions on your own IT infrastructure or in the Microsoft Cloud. Based in the Midlands and North East, we support clients across the UK and further afield.

If you would like to learn more about how we can support your company, please do not

hesitate to get in contact with us today and take your first steps towards enhancing your

business processes:

Call: 01902 578 300 . Email: hello@tecman.co.uk . Visit: www.tecman.co.uk

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Source

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