CRMTHREAD™
CRM SOFTWARE

One Platform to track Pre-Sales, Sales, MIS & Integration

01 PRE-SALES

03 MIS & Analytics

INTEGRATION 04

SALES 02

CRMTHREAD is most user-friendly, most affordable and unique business tool that enables your sales team to run your business — faster, better and more profitable

http://www.crmthread.com

PRE - SALES

Campaign Management

Once we help you put your campaign together, we provide the services you need to properly manage your marketing content. Keep close tabs on what is going on with your campaigns so you can make adjustments to maximize your impact.Track your marketing spends and the revenue each one generates. Ensure your limited marketing spends are spent only on campaigns which deliver higher ROI

Email & SMS Marketing

Reaching your target audience through email or SMS messages can be an effective way to get your message in front of the right people. We offer the tools you need to put together a campaign that gets results and increases the number of qualified leads you generate. This feature helps you to maintain multiple touch-points with your customer at a significantly lower cost.

Inbound Call Management

Having trouble keeping up with the sales calls coming into your business? Our services are designed to help with your inbound call management. We can put together a phone system that guides your customers through to the appropriate department and ensure your customer service meets your clients' needs and expectations. Enable multiple touch-points from your prospects. Irrespective of what medium they choose to contact you, multiple channel communication from prospects/customers is available right in front of the designated caller who connects with the client.

Enquiry Management

Keeping track of enquiries and answering them in a timely manner can become difficult for companies. With our services, we will implement a system that will help you keep track of any customer enquiries and get them an appropriate response as quickly as possible so they can proceed down the sales funnel. With the advent of smartphones, prospects and customers want information accurately and promptly, our CRM solution enables your team to do so.

Outbound Call Management

When your team needs to make outgoing calls, it's just as essential to track them as their inbound counterparts. With our software solutions, your employees can track the calls they need to make, the outcome of those calls and any follow up that needs to be done. It's all about making sure your customers' needs are met.

Brochure & Presentation Sharing

Presentations and brochures can help you reach your target audience and provide them with the valuable information they need to make the right decision. We can assist with every aspect of the process, from planning and creating the information to distributing it properly.

Social Media Marketing

Social media has become a valuable tool for businesses to interact with their target audience. We offer the resources necessary to build and implement an effective marketing plan for your social media platforms. We can even help you determine which platforms best fit your target audience.

Customised Dashboard & Reports

Our management information system features a convenient dashboard that makes it easy for all of your employees to gather the information they need. With this integrated flow, you will be able to provide your customers with a high level of service.

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SALES

Lead Management & Tracking

Qualified leads are the lifeblood of your company. With our CRM software, you will be able to better manage the leads that funnel into your business and track their progress through the sales funnel. When you are able to more effectively manage and track your leads to grow your business. Enable no loss of leads/money slippage from your business. Since leads are acquired at a high cost, slippage of leads converts your lead acquisition cost significantly higher.

Task Followups & Management

There are many tasks that must be completed throughout the sales process. Keeping track of when these tasks should be done and when they are complete is critical to ensure your business remains productive. With our software solutions, you will be able to set messages for task follow ups and better manage your processes.

Sales Call Tracking

Tracking sales calls can be a complex process, but it is also a necessary aspect of successfully closing as many sales as possible. With the assistance of our sales call tracking, you will be able to track where each potential customer is in sales funnel and what needs to be done next to move toward closing the sale. With Sales Tracking, you can turn your entire company into a Customer Focussed Organization which is system dependant and not people dependant.

Sales Team Management

Whether you want to reward your top salespeople or you simply want to make it easy to find out how each individual is doing, our sales team management tools can produce the results you're looking for. This software offers real-time updates and ensures you always know what's happening with your sales team.

Proposals & Quotations

Proposals and quotes are an excellent way to show your prospective customers what to expect when they chooseyou. However, you need an effective method of tracking and managing the proposals you complete. Keep track of the proposals and quotes you've provided and which ones have converted into sales.

Opportunities & Sales Closure

It's important to keep track of any prospective leads you have and which ones have closed into successful sales. Our software makes it easy to see which leads are close to closing and which ones have successfully converted into customers so you can track the growth of your business in real time. A stronger funnel will ensure a stronger sales performance eliminating all human error prone guesswork by busy sales personnel.

Documents Management

There are many documents involved when it comes to marketing and completing the sales. You can easily keep track of and access these documents electronically. This document management can help you and your sales team remain productive. Ensure regulatory paperwork remains digitally stored and accessible for your teams, reducing cost of service to new and existing customers.

Contacts & Accounts Management

It's important to keep close track of the contact information for prospective leads and your customers, as well as their account information. Our CRMTHREAD and sales software is designed to make it easy to manage this information and keep it easily accessible for the entire sales staff. This ensures in no loss of critical customers information when your organization faces sales attrition. Also ensures quicker induction of new sales team with all relevant information stored in one system.

Channel Partner Management

Channel partnerships are a critical element in a successful business. Our software makes channel partner management easier than ever by allowing your employees to easily identify and recruit new channel partners for greater growth and increased sales. We make these processes run more smoothly to increase productivity.
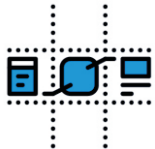
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MIS Reports & Analytics

Management information systems generate a lot of reports that need to be maintained and accessed by your sales and customer service teams. With our software, everyone will have instant access to real-time reports and analytics that can help move the sales funnel forward and ensure customers have the best possible experience. Robust canned reports and ability to create your own reports on the fly.

Ready API Interface

Ready API provides an easy way to implement tests to determine whether your business processes are operating as they should be. Our software implements this aspect into your workflow, allowing you to identify the areas that need improvement so you can increase your sales and better serve your customers.

Intergration with Cloud based Telephonic system

What happens when customers call your business? When you use our software solutions, we will integrate your telephone system into the cloud so you can more effectively manage the calls coming into your business. The right cloud-based system can channel callers to the right department and ensure they get the help they need as quickly as possible.
Track, record & incentivize your callers.

Integration with ERP or Any Application

We have designed our software to quickly and easily Integrate with ERP or any application so that, every member of your team can get the information they needto complete their tasks and remain productive. This means more sales and an improved bottom line.
Decision making turns easier with information from multiple systems collating in a single system ensuring sales servicing & sales logistics to be easily planned.

Cloud Based Software

The cloud has become one of the best options for businesses of all sizes, particularly smaller businesses that don't have the funds to set-up and maintain their own servers. When everything is stored on the cloud, everyone in your business will be able to quickly and easily access the information they need to be more productive on the job, regardless of their location, making remote work an even greater possibility.
Manage multiple offices and branches while connecting on a single system of cloud based platform.

Secured Database

In today's digital world, it's more important than ever to keep information safe and secure. When you turn to us for your customer service and sales solutions, you can rest assured all information is stored in a secured database.

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