

SALES MANAGEMENT MODULE

Grow revenue, improve margins, address risk,
and deliver exceptional customer service



Increase sales performance and drive customer engagement

Add structure, speed, consistency collaboration, and accuracy into your financial planning process. Your sales process is one of the main veins of your company and therefore you have to allocate time and resources to refine and optimize it. This can be hard when your tools aren't working for you but against you. Through Naologic, you will be able to tailor an end-to-end process that's suitable for you, whether you have bottlenecks around your sales funnel, reconciliation, invoicing, analytics, payments, or forecasting, Naologic can help you.

Rapidly adapt to macro-economical and technological trends

At Naologic, we believe one of the cornerstones of empowering new-era thinking in financial innovation is minimising the disconnection between planning processes enterprise-wide, and enabling intelligent and interconnected planning across the organisation as a whole.



Forecasting and Planning

Real-time forecasting and intelligent planning models will assist in reducing friction in the financial organisational pipeline and ensure timely and reliable analyses and reports.

Increase speed
and agility by
automating
manual
processes and
adopting best
practices.

ACCOUNTING & FORECASTING

Drive better collaboration with the business, without relying on IT. Use your own methodology to evaluate market opportunities, and let predictive analytics turn risk and uncertainty into clear, confident strategies.

New Levels of Cross Functional Operational Planning

The suite of sales tools at Naologic include:

1 SALES PLANNING AND QUALIFICATION

Naologic's qualification app allows the sales rep to qualify the opportunity for each deal and better understand the client's profile.

2 CRM and PIPELINE MANAGEMENT

The pipeline management component illuminates numbers across the sales cycle, and allows sales managers and partners to better understand their current revenue position, and create more predictable revenue projections.

3 PROFESSIONAL QUOTATIONS AND ELECTRONIC SIGNATURE

Create a polished quote in seconds. Use predefined products, price lists, and templates to help your salespeople work more efficiently. Sell faster with electronic signatures by allowing your customers to review and sign your quotations online.





4 PRODUCTS AND PRICING

Use pricelist rules to compute the correct price based on customer conditions. Manage any type of product including services, stockable products, delivery charges, electronic products, or consumables. Apply discounts and distribute coupon codes to your customers.

5 CONTACTS, MEETINGS, & MOBILE

Create contacts, schedule meetings, store notes and share with the rest of the team. Available on mobile so you can work on the go and have all your sales tools available anywhere from Android and IOS devices.

6 REPORTING

Easily monitor a KPI dashboard for important information such total amount invoiced, sales per country/salesperson/sales team, churn, MRR, lifetime value, CAC Ratio, upgrades/downgrades, among other options.

With Naologic's sales suite, you'll be able to make sure that all parts of the organization are in tune with your sales.

You can connect:



Reconciliation

Harmonize and settle your accounts in a consistent and simple manner



Invoicing

Automatically generate invoices and streamline the process of sending out payment reminders



Online payment

Integrate with all your favorite online payment providers through Naologic's sales suite tools



Analytics

Take your company to the next level and optimize your sales funnel through data-driven insights and reports



Contracts

Send out contracts digitally through our e-signature tool

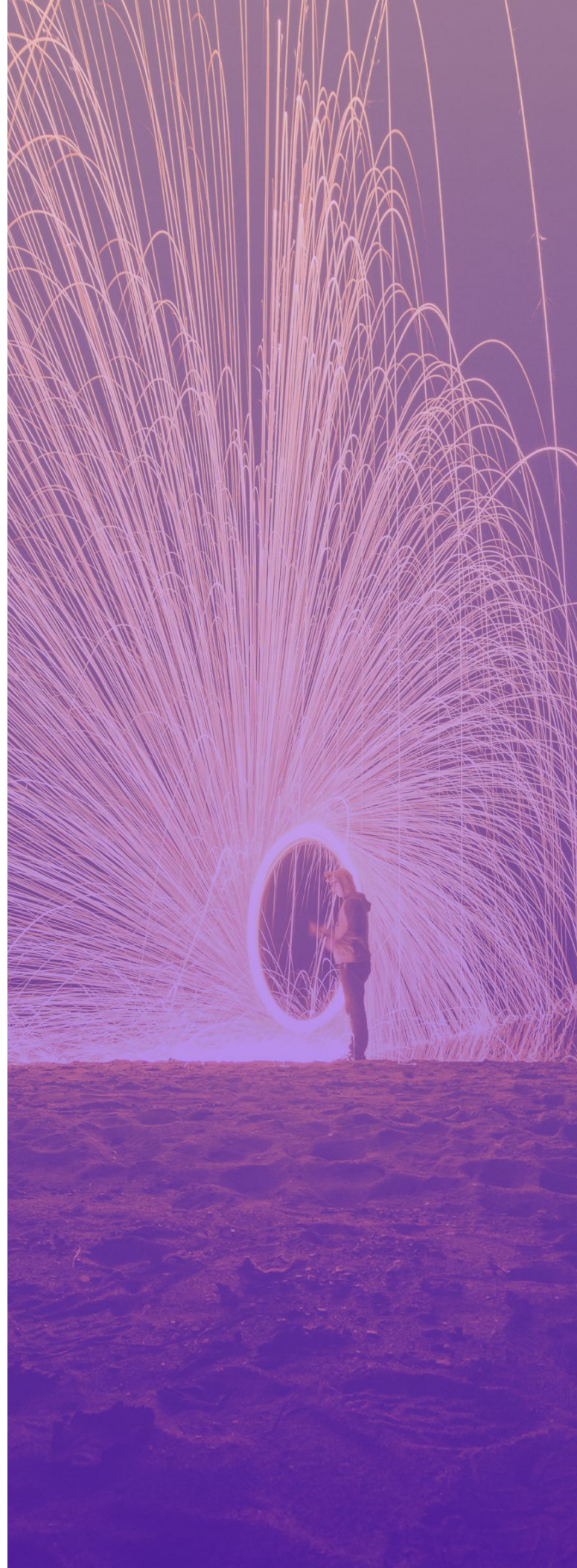


Forecasting

Accurately forecast inventory and revenue through data-driven forecasting

Shape the future by optimizing operational capabilities with new levels of ease and confidence.

The flexibility and adaptability of Naologic's cloud-based sales tools thus allow you and your business to truly focus on the core activity of sales: Selling, rather than having to waste unnecessary time, energy, and resources, trying to connect the dots and ensure that all the associated software admin is following suit.



[Naologic.com](https://naologic.com)

[About](#)

Naologic builds cloud-based enterprise software designed for medium to large organizations. Our goal is to transform the way enterprise software is developed, from a one-off development implementation to a continuous cycle of improvement that combines industry expertise, business results, and user analytics in a fast, cost-effective and business-focused manner.