Sales

www.TrackerSuite.com/Prospect

Automation Centre

www.Acentre.com
435 E. 9th Street
Tucson,. AZ 85705
(520) 882 - 9287 (phone)
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IBM Business Partner

Prospect Tracker

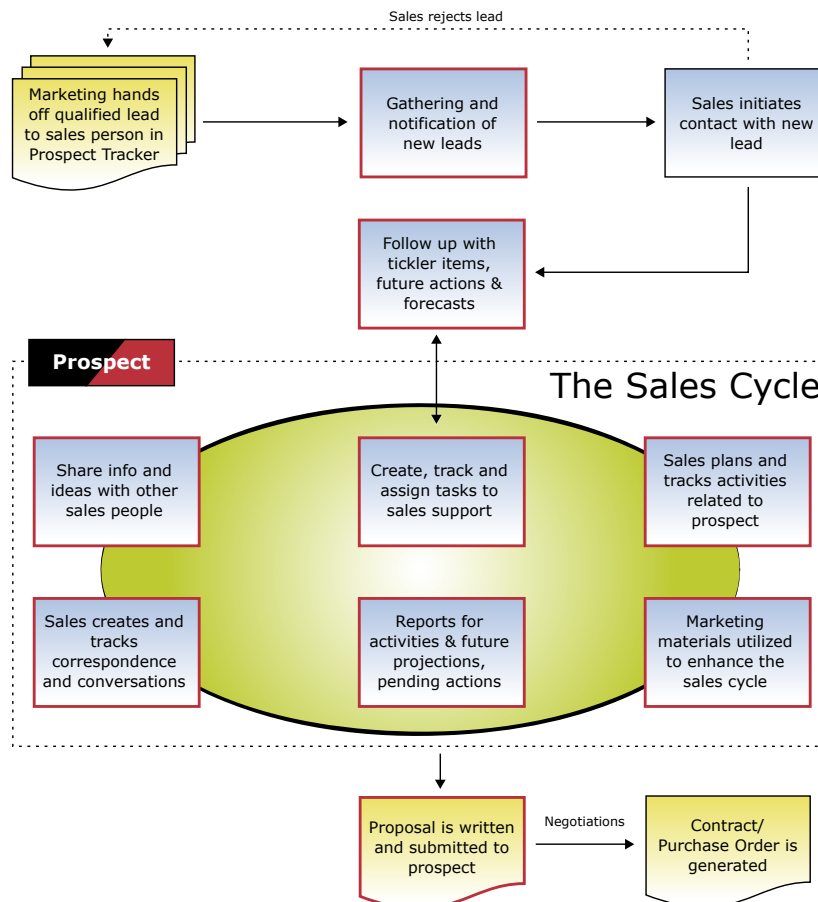**www.TrackerSuite.com/Prospect**

Automate your sales force with Lotus Notes

Prospect Tracker is a comprehensive sales database containing your potential customers and the contact management tools your sales force needs to operate effectively. Prospect Tracker also provides managers the tools and structure they need to develop, track and lead effective sales campaigns.
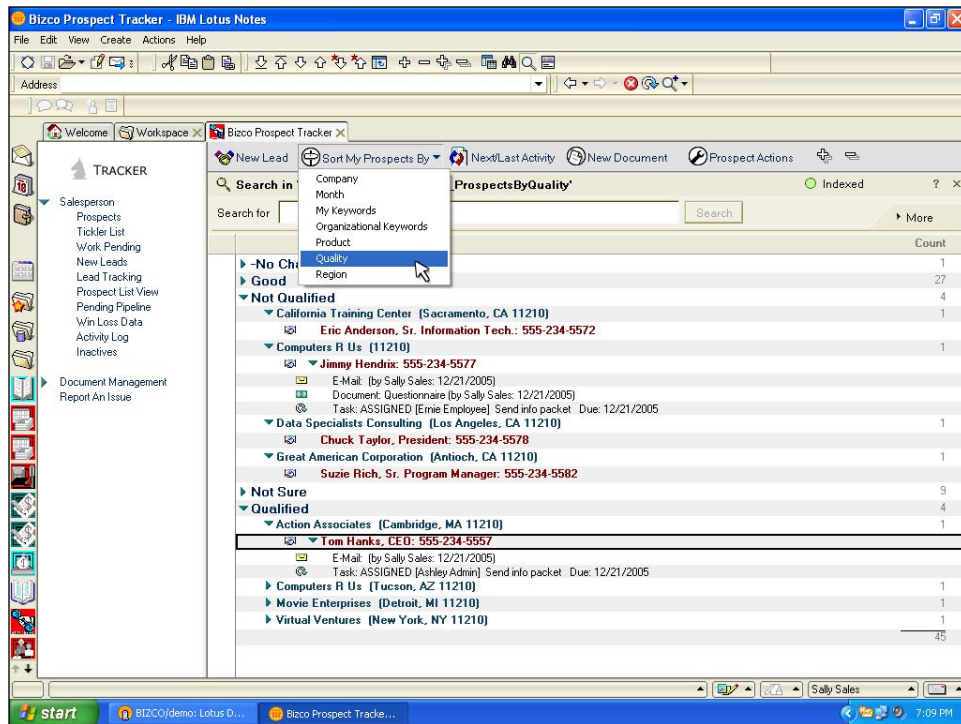
Prospect Tracker provides a central location for your sales leads and their associated contact histories, correspondence and documents. Prospect Tracker also offers tools for contact management and tracking.

Prospect Tracker also acts as a central repository of all current marketing literature, which ensures that your sales force has the most up-to-date materials and reference documents.
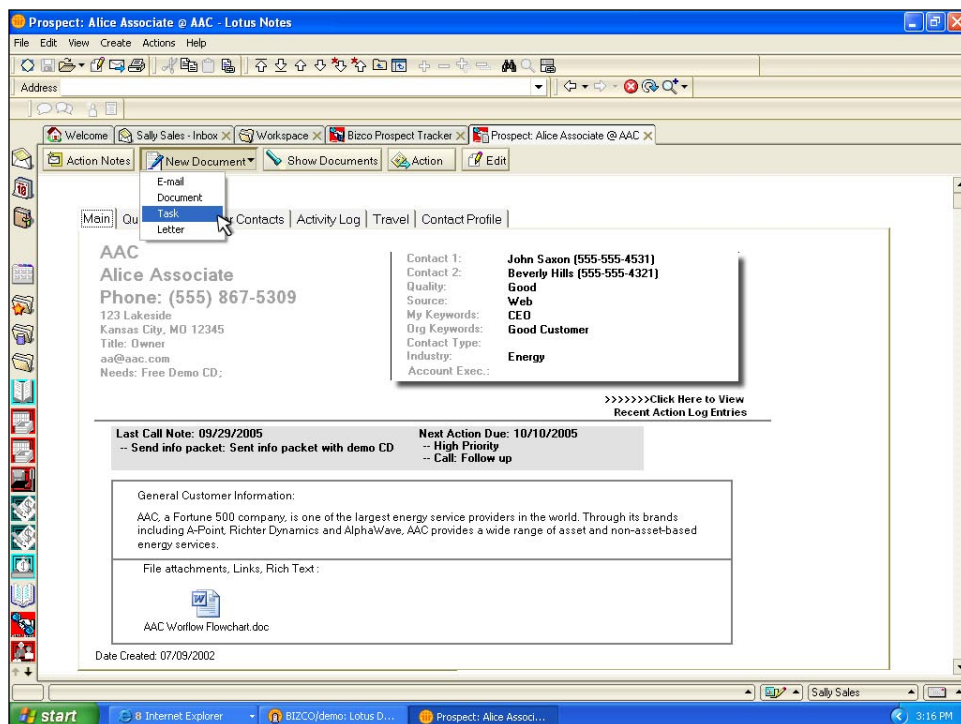
Sales leads who transform into clients can be exported from Prospect Tracker into **Customer Tracker**, a CRM database, with the click of a mouse. Similarly, its integration with the **Tracker Data Warehouse**, a Web based reporting engine, makes possible reports including Sales Forecasts, Lead Generation and Contact Activity reports.
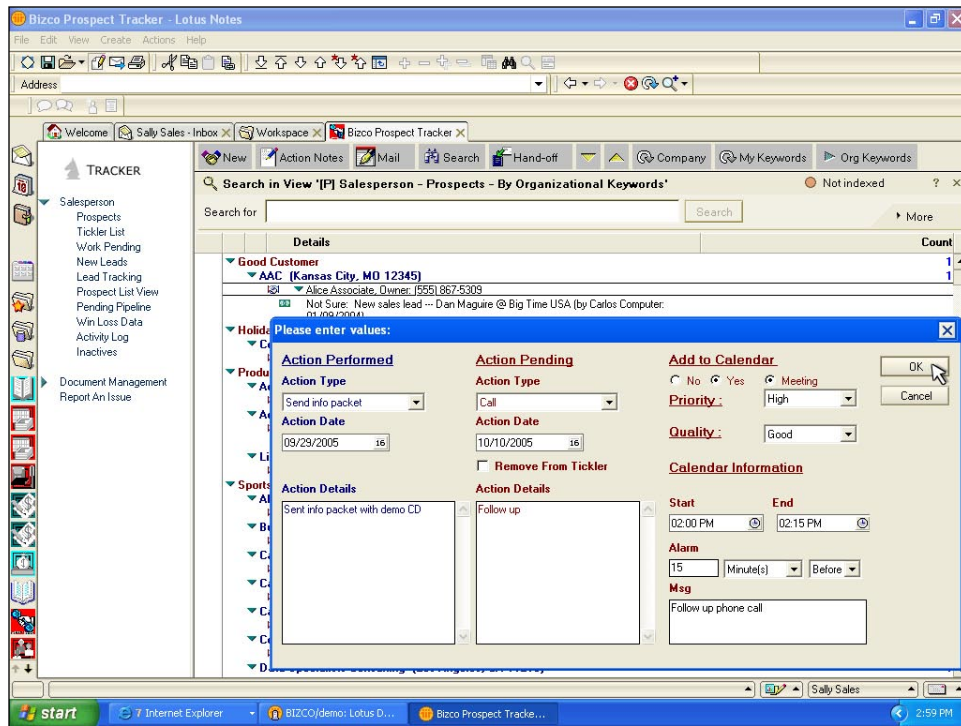
Sales rejects lead

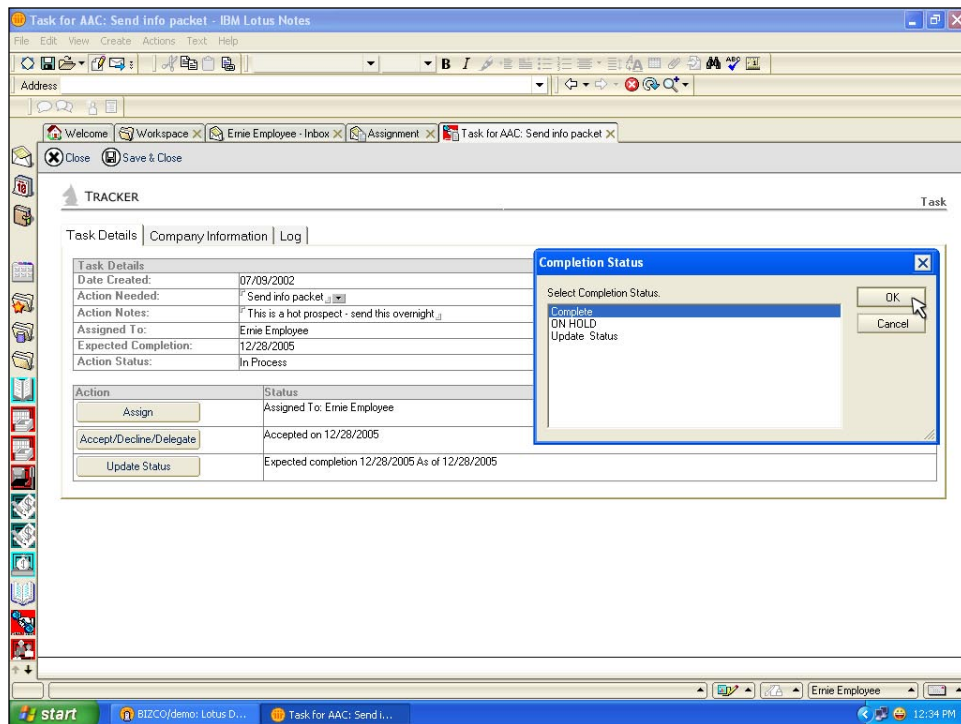Marketing hands off qualified lead to sales person in Prospect Tracker

Gathering and notification of new leads

Sales initiates contact with new lead

Follow up with tickler items, future actions & forecasts

Prospect

The Sales Cycle

Share info and ideas with other sales people

Create, track and assign tasks to sales support

Sales plans and tracks activities related to prospect

Sales creates and tracks correspondence and conversations

Reports for activities & future projections, pending actions

Marketing materials utilized to enhance the sales cycle

Proposal is written and submitted to prospect

Negotiations

Contract/ Purchase Order is generated

Manage prospects in a central location

Prospect file

Schedule prospect activities

Manage prospect tasks
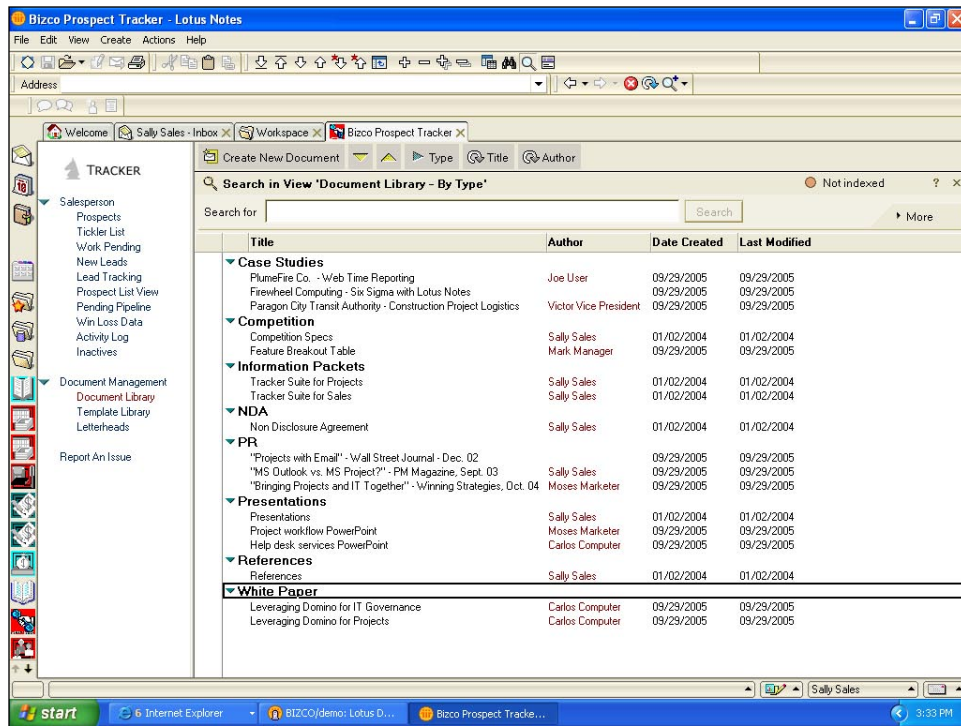
Manage marketing documents

Tickler lists

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Review the pending pipeline

Create projection documents

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