



Advanced paths. Smarter sales.

SalesPath+ is a Salesforce native application that allows sales management to deploy its sales best practices across the entire sales organization, enforce its desired sales cadence and implement real-time, predictive reporting and forecasting.

Custom Sales Paths & Insights



Update Current
stage date



Move to
Sales Strategy



Abandon
Opportunity



Customized Sales Strategies

With SalesPath+ you can design and implement custom sales paths that best meet the unique requirements of each type of sale from new account to renewal. Sales Paths are metered and can have unlimited number of stages and tasks, so sellers have a plan for every opportunity to keep them on schedule to close the deal.



Metered Sales Cycles

SalesPath+ introduces time based sales paths and stages that enforce sales cadence and provide insight into performance. Sales strategies should be designed around opportunity and account types and SalesPath+ lets you create a library of sales paths that can suit any of your prospects needs.



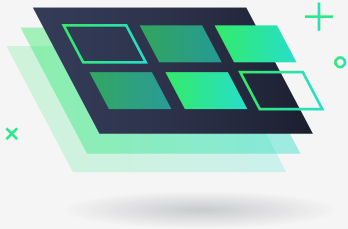
Real-Time Close Date Forecasting

Reduce end of quarter rush and unnecessary discounting. SalesPath+ proactively forecasts close dates based on known sales cycle durations to provide best-in-class forecasts. Adjust stage dates on the opportunity and SalesPath+ will automatically adjust the close date to reflect the impact.



Assign Tasks to Stages

Design custom Sales Paths that automatically create important tasks that your team needs to complete in each sales stage throughout the sales cycle. Required and optional tasks give your team the flexibility they need while ensuring key activities are completed at each step of the opportunity.



Dashboards with Real-time Insights

Custom SalesPath+ dashboards combine real-time opportunity metering across your pipeline so you can view performance across yours and your team's opportunities. Opportunities with warnings or overdue stages can be quickly filtered so you can focus on getting them back on track.



Deep Reporting and Performance Insight

With SalesPath+ you'll gain increasing insight into your sales cycles and your team's performance. Easily report on win loss by sales path, team, and sales person. Identify where deals go wrong and average sales cycle times by stage, opportunity type, and size.



Sales Team Collaboration

Invite team members to take ownership of SalesPath tasks and ensure no one drops the ball. Team members can accept or decline tasks requests so you always know when someone is working to help you land the deal. Managers and sales people can create new tasks and assign them to stages, so that everyone knows what's needed to close the deal.

SalesPath+ allows sales management to deploy its sales best practices across the entire sales organization, enforce its desired sales cadence and implement real-time, predictive reporting and forecasting.



SalesPath+ is a Salesforce native application for automating sales processes and enabling real-time monitoring and reporting on every sales opportunity.

SalesPath+ allows sales management to deploy its sales best practices across the entire sales organization, enforce its desired sales cadence and implement real-time, predictive reporting and forecasting.

Features

- + Create unlimited number of unique, real-time SalesPaths for any use case, sales type (new account, renewal, add-on, upsell, etc.), vertical segment, geographic segment and individual accounts
- + SalesPaths can have an unlimited number of metered stages and tasks
- + Stages and tasks can be defined as mandatory or optional by sales management
- + Realtime monitoring and alerts for approaching and past due dates for all stages and tasks associated with all opportunities
- + Sales managers can create and assign stages and tasks to “in progress” SalesPaths
- + Calculates and adjusts close dates for all opportunities based on the management defined SalesPath and current developments with the opportunity
- + Adds real-time statistics and updates to standard Salesforce reports and dashboards.
- + Allows drill down from dashboards and reports to the stage and task level of every opportunity
- + Maintains a historical database of all SalesPaths for every account and sales opportunity
- + Allows sellers to assemble virtual sales teams by inviting team members to accept a responsibility for a task
- + Active Win Loss data collection at each stage of every opportunity
- + Implementation enabled by easy-to-use menus; no programming required.
- + Includes pre-configured SalesPaths, dashboards and reports
- + Compliments qualification methodologies such as MEDDIC, MEDDPICC and Strategic Selling

Benefits

- + Improve sales win rates
- + Increase revenue
- + Improve sales forecast accuracy
- + Minimize lost revenue from the “End of Quarter Rush” phenomenon as defined in the Harvard Business Review
- + Enable data driven continuous improvement of sales best practices and sales processes
- + Improves CRM hygiene
- + Enables more accurate and timely reporting on competitive positioning and market conditions
- + Facilitates more seamless account transitions among sellers and sales teams



For more information about SalesPath+ or to request a demonstration go to **www.AdvancedSales.ai** or email us at **Sales@AdvancedSales.ai**