

Infosys Virtual Sales Assistant for Oracle Sales Cloud

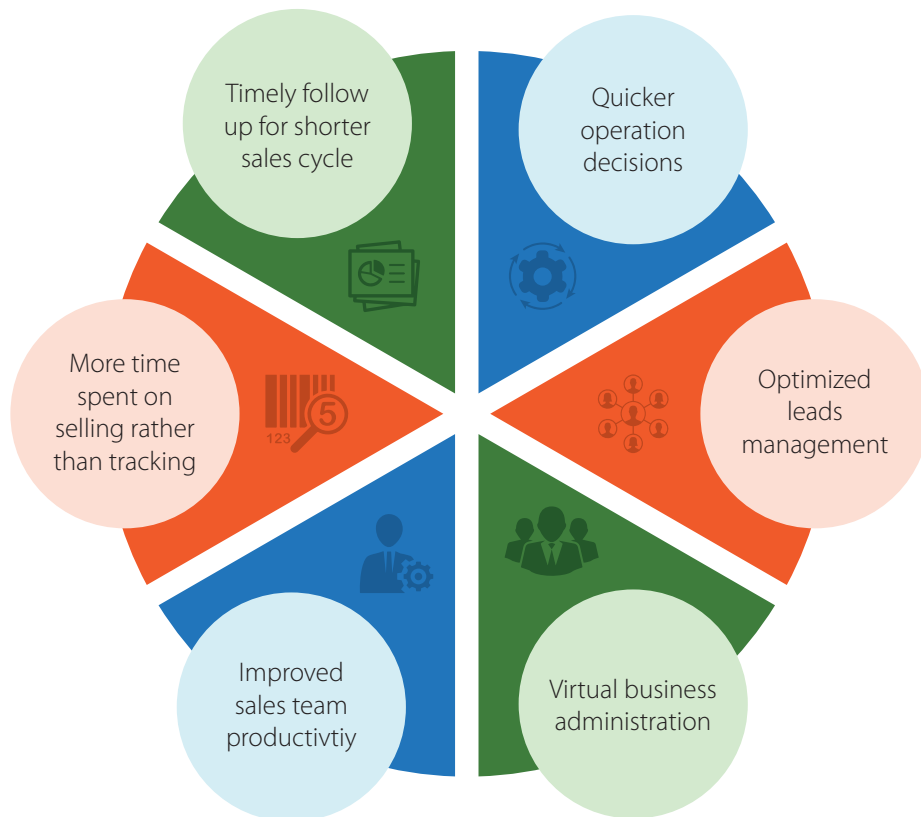
Out-of-the-box implementation leveraging cloud technology

The Virtual Sales Assistant helps you keep track of sales and enables timely action for a faster sales cycle.

The Virtual Sales Assistant helps your sales team shorten their sales cycle by constantly following up with them for timely lead conversion, to submit forecasts by due date, and to close deals faster. It helps the manager monitor his sales team without spending too much time on retrieving

information about each subordinate by sending him auto updates about the team. With this tool, you can ensure no deal is lost, take timely action by proactive tracking if there is a risk, and know what needs to be done to turn things around at a glance.

The following diagram highlights the features of our offering:



So... what does this Sales Assistant do?

There are qualified leads assigned to a sales rep



The sales rep forgets to convert the lead before X days after lead creation due to busy schedule



Virtual Sales Assistant sends him an email notification about his leads pending for qualification



Even after the reminder the sales rep forgets to act upon the lead



The opportunity is then closed to win a profitable deal



Sales rep will now take action on these leads and convert them into opportunity



The manager contacts the sales rep and asks him to take necessary action to convert leads to opportunities



Virtual Sales Assistant then notifies the manager about the pending leads qualification

Six compelling benefit to customers

- Reduces administrative cost
- Eliminates manual pull ups
- Optimizes total cost of ownership (TCO) as a scalable application
- Improves sales productivity and boosts sales
- Streamlines business
- Gives more time to sell and shortens sales cycle

Infosys advantage

- More than 3,000 intellectual assets on board including process overviews, configuration documents, code snippets, etc.
- Managed services including cloud-based infrastructure and software license management
- Up-to-date customer relationship management (CRM) applications and industry technology features
- End-to-end service offerings that include business consulting, system integration services, and business process outsourcing (BPO) services
- Go-to-market and solution co-development partnership with Oracle



For more information, contact askus@infosys.com

Infosys®

© 2017 Infosys Limited, Bengaluru, India. All Rights Reserved. Infosys believes the information in this document is accurate as of its publication date; such information is subject to change without notice. Infosys acknowledges the proprietary rights of other companies to the trademarks, product names, and such other intellectual property rights mentioned in this document. Except as expressly permitted, neither this documentation nor any part of it may be reproduced, stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, printing, photocopying, recording, or otherwise, without the prior permission of Infosys Limited and/or any named intellectual property rights holders under this document.

Stay Connected    