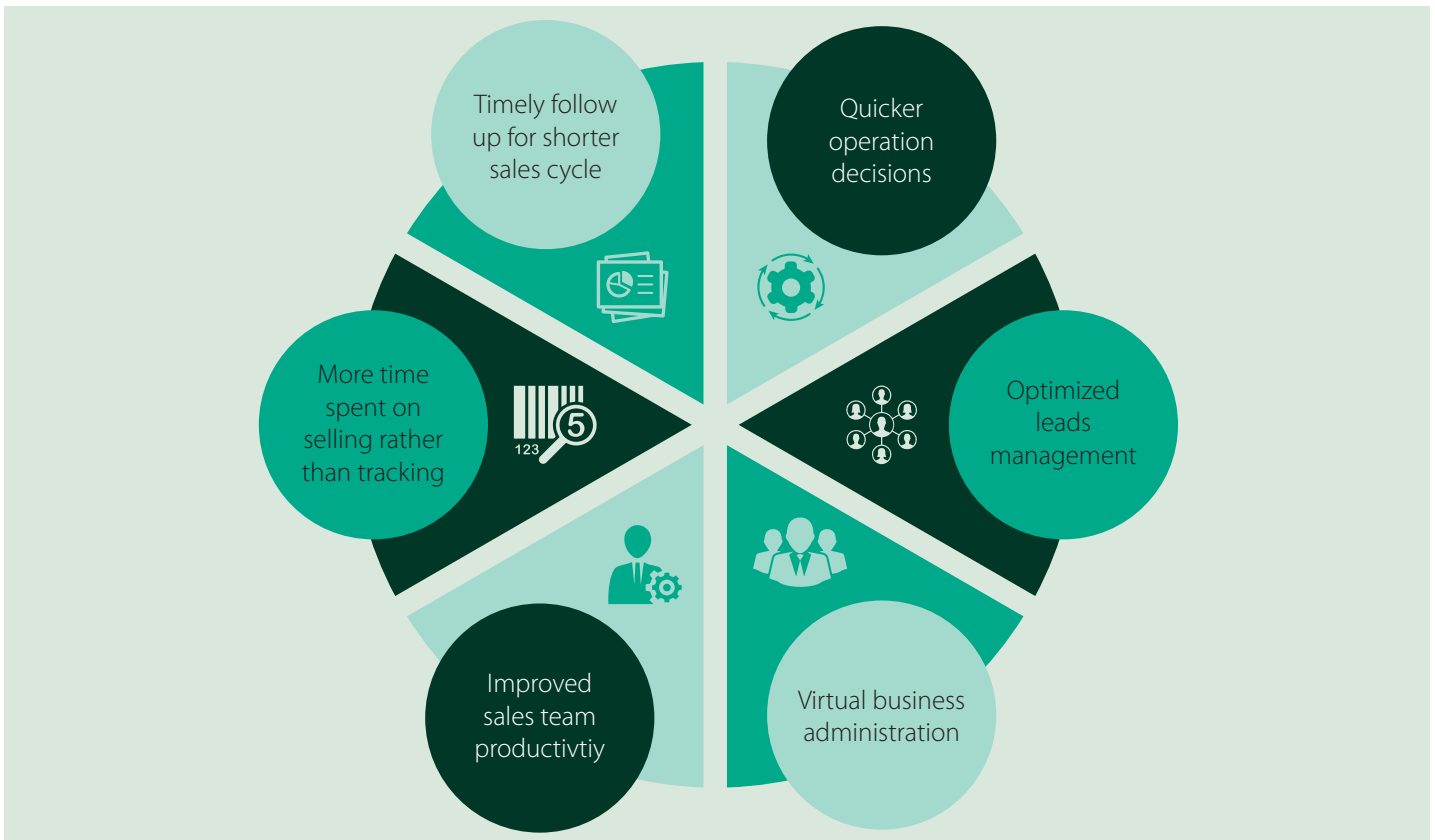# INFOSYS VIRTUAL SALES ASSISTANT FOR ORACLE SALES CLOUD

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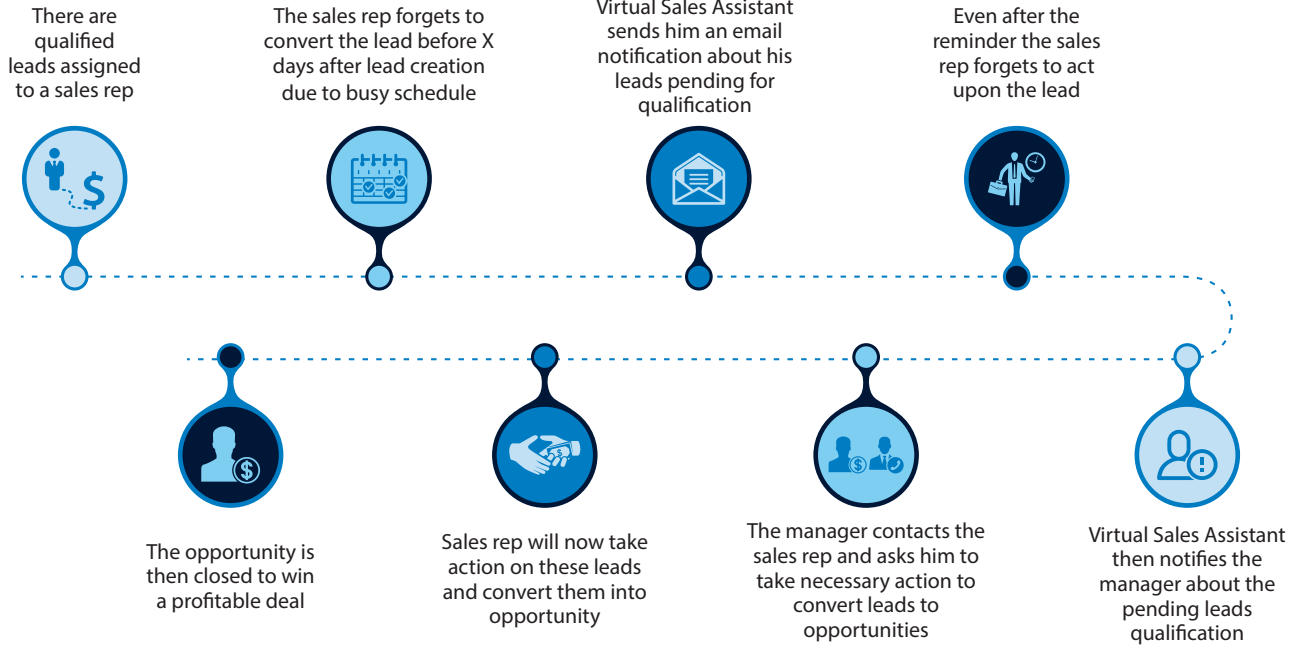
The Virtual Sales Assistant helps your sales team shorten their sales cycle by constantly following up with them for timely lead conversion, to submit forecasts by due date, and to close deals faster. It helps the manager monitor his sales team without spending too much time on retrieving information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

- Timely follow up for shorter sales cycle
- Quicker operation decisions
- More time spent on selling rather than tracking
- Optimized leads management
- Improved sales team productivtiy
- Virtual business administration

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

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