

Staffware eCRM

Field Sales Automation

Contact management software is essential for enhancing the performance of field sales people. However, the challenge of successful sales management is to keep all members of the company's team informed and involved in every aspect of the sales cycle.

Daily exchange of information between a widely dispersed sales force is critical to the effective management of enterprise-wide sales and marketing efforts.

With Staffware eCRM, you can enjoy all the benefits of a comprehensive contact management system and by using the exclusive Staffware eCRM Data Synchronization system, you can achieve automated and effortless connectivity between all members of the sales and marketing team at all locations. With Staffware eCRM you can:

- Increase your individual sales rep productivity with full-featured contact management capabilities
- Empower your field sales force with an integrated system, making them a real extension of the corporate office
- Reduce your administrative costs and manpower
- Respond quickly to needs and requests of your field sales force, providing better sales opportunities and customer service
- Send and receive automatic call reports and sales forecasts
- Press one button to send and receive updates between offices, exchange sales leads, contacts, notes, correspondence, and much more
- Customize setups for each sales rep, providing security control over routing and distribution of client information

Staffware eCRM's Data Sync system is fully automated. At the end of a work day, the sales rep simply connects the computer's modem to any standard telephone jack. The computer calls another location to automatically send and receive updated information, merging data directly with appropriate departments around the company.

With Staffware eCRM, keeping everyone's client information updated and sales activities synchronized has never been easier. The Staffware eCRM Data Synchronization system maintains constant communication between the many levels of corporate management and the dispersed sales force in the field.

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