

BOXFUSION ORACLE SALES CLOUD

Engage your prospects earlier and close deals more often
with Oracle's revolutionary sales automation solution,
implemented by Boxfusion.



ORACLE SALES CLOUD

Oracle Sales Cloud offers a complete, modern sales automation solution.

To thrive in today's customer empowered environment, modern sales organisations need to be able to engage their customers earlier, allowing them to close more deals, more often. Oracle Sales Cloud empowers your sales reps with the proper processes, tools and resources to do just that, helping to ensure successful execution of your company's sales goals.

HOW CAN ORACLE SALES CLOUD HELP MY ORGANISATION?

SALES REPS SELL MORE

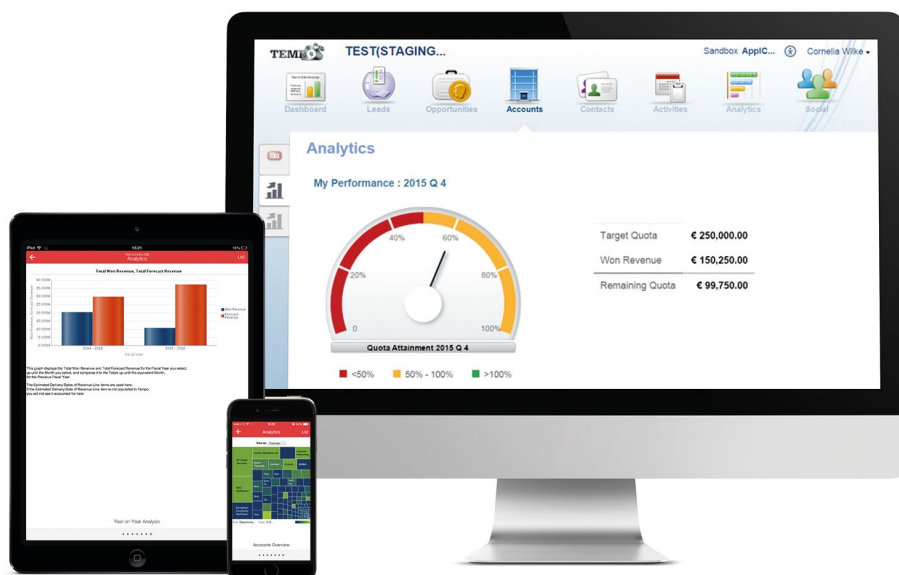
- Sell anytime, anywhere, from any device
- Leverage real-time sales coaching and collaboration
- Know what best to sell next, to who

MANAGERS KNOW MORE

- Act on opportunities - and threats - faster
- Hit your targets with no surprises
- Manage more effectively anywhere, anytime

COMPANIES GROW MORE

- Maximise revenue and optimise sales performance
- Accurately compensate your sales reps
- Get the most out of relationships with your Partners



KEY BENEFITS

BE MOBILE AND PRODUCTIVE - ANYTIME, ANYWHERE, ON ANY DEVICE

MAKE YOUR REPS INTO SUPERSTARS USING INBUILT SALES COACHING

IMPROVE COLLABORATION BETWEEN REPS AND MANAGERS ON KEY OPPORTUNITIES, THROUGH ORACLE SOCIAL NETWORK

REDUCE TIME SPENT ON DATA INPUT BY UTILISING INTUITIVE UI

BETTER MANAGE YOUR SALES TEAMS' PERFORMANCE THROUGH INSIGHTS GAINED FROM REAL-TIME ANALYTICS

ACCURATELY REWARD YOUR SALES REPS THROUGH BUILT-IN INCENTIVE COMPENSATION

GET MORE FROM PARTNERS THROUGH POWERFUL PARTNER RELATIONSHIP MANAGEMENT

RELATED PRODUCTS AND SERVICES

In addition to the complete range of Sales Cloud consultancy services, Boxfusion also provide expert consulting services in the following products:

ORACLE CLOUD

ORACLE SERVICE CLOUD

ORACLE CPQ CLOUD

ORACLE MARKETING CLOUD

ORACLE SOCIAL CLOUD

BUSINESS INTELLIGENCE

BI FOR CLOUD

OBIEE

ORACLE BI APPS

SIEBEL CRM

SIEBEL OPEN UI

CO-EXISTENCE MODEL - EXTENDING SIEBEL WITH COMPLEMENTARY FUNCTIONALITY FROM CX CLOUD APPLICATIONS

TOP 10 FEATURES

The following describes a few of the features that Oracle Sales Cloud can bring to your organisation.



SALES PERFORMANCE MANAGEMENT & INCENTIVE COMPENSATION. REWARD YOUR SALES REPS FOR THEIR HARD WORK AND ASSESS THEIR PERFORMANCE IN REAL TIME USING FORECASTING AND QUOTAS.



SALES COACHING. USE GUIDED SELLING TO QUICKLY ONBOARD NEW SALES REPS OR ASSIST THEM IN MORE COMPLEX SALES PROCESSES, HELPING THEM CLOSE MORE DEALS.



RECOMMENDATION & PREDICTION ENGINE. USE SALES PREDICTOR TO IDENTIFY PRODUCTS YOUR CUSTOMERS MAY BE INTERESTED IN BASED ON EXISTING BUYING PATTERNS AND TRENDS



ORACLE SOCIAL NETWORK. IMPROVE INTERNAL COMMUNICATION AND COLLABORATION AND ALLOW SALES REPS TO SHARE KNOWLEDGE SECURELY, QUICKLY, ALL IN ONE APPLICATION



LEAD QUALIFICATION. AUTOMATE LEAD SCORING, TO ALLOW YOUR SALES REPS TO FOCUS ON THE HOTTEST LEADS, INCREASING BOTH EFFICIENCY AND EFFECTIVENESS OF YOUR SALES AND MARKETING TEAMS



MOBILE APP. EMPOWER YOUR SALES REPS TO ACCESS DATA AND REGISTER DEALS IN SALES CLOUD ON THE GO EVEN WHEN THEY ARE OFFLINE



ANALYTICS. LEVERAGE EMBEDDED REAL-TIME REPORTING, GIVING YOU SALES INTELLIGENCE WHERE AND WHEN YOU NEED IT



POWERFUL ASSIGNMENT ENGINE. USE TERRITORY MANAGEMENT TO ASSIGN LEADS, OPPORTUNITIES AND CUSTOMERS TO YOUR SALES REPS AND ENSURE THEY HAVE THE RIGHT VISIBILITY OF THE DATA THAT THEY NEED



CUSTOMER DATA MANAGEMENT. ENSURE YOUR CUSTOMER INFORMATION IS ACCURATE, GIVING YOUR SALES TEAM A RELIABLE DATA SOURCE AT ALL TIMES



INTEGRATION WITH THE FULL ORACLE CX CLOUD SUITE AND SIEBEL. SALES CLOUD COMPLEMENTS PRODUCTS SUCH AS ORACLE CPQ, MARKETING AND SERVICE CLOUD, AND ON PREMISE SYSTEMS SUCH AS SIEBEL

REVOLUTIONISE YOUR SALES PERFORMANCE

Challenge Boxfusion to show you how your organisation could benefit from Oracle Sales Cloud. Contact us now!

BOXFUSION AND SALES CLOUD

Whatever your sales performance objectives, we can help you. Boxfusion's expertise, combined with the class-leading functionality provided by Oracle Sales Cloud, mean you could be seeing an improved sales performance within a matter of weeks.

YOUR NEXT STEP...

To find out how Oracle Sales Cloud could address your business' particular requirements and needs, contact us now to speak with an expert.

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