



Dynamics 365 Sales Complete Implementation- 7 days

Dynamics 365 Sales enables salespeople to build strong relationships with their customers, take actions based on insights, and close deals faster. Use Dynamics 365 Sales to keep track of your accounts and contacts, nurture your sales from lead to order, and create sales collateral. You can also create marketing lists and campaigns, and follow service cases associated with specific accounts or opportunities.

Dynamics 365 Sales comes with digital selling capabilities with prebuilt intelligence that equip sales teams with adaptive guidance to better serve customers.

Meet buyers where they are

- Engage and interact with your customers at the right time and place.

Build relationships

- Build relationships with customers through information from LinkedIn and relationship analytics.

Collaborate seamlessly

- Collaborate with customers by getting visibility into the right data data and communicate seamlessly using Microsoft Teams.

Boost seller productivity

- Boost seller productivity by automatically capturing tasks and integrating sales processes with marketing.

Keep selling on the go

- Get information on day-to-day tasks and keep your deals current even while you're on the move using the mobile application.

Adapt to rapid changes

- Get advanced information about revenue projections, performance, and daily actions, and plan better.

What's New in Dynamics 365 Sales?

- For 2023 release wave 1, we continue to use data and AI to help sellers prioritize their engagement and personalize their execution to be more efficient and effective in their customer interactions - spending more time selling.

- For 2022 release wave 2, we continue to optimize the seller experience—using data and AI to help sellers prioritize their work and blending business and productivity tools to meet sellers where they are and surface in-context collaboration experiences so that sellers can engage efficiently and reclaim their time to focus on customer connections.

Deliverables

Complete Dynamics 365 Sales Implementation

- Dynamics 365 Sales Overview
- Including Microsoft 365 integration
- Outlook, SharePoint integration
- Data migration, import
- Custom Fields