Néctar Consulting

Dynamics 365 for Sales + Artificial Intelligence + Linkedin Connector

The companies are looking for a better way to treat your customers, one of the points is how companies can have a better sell process, not aiming just in sales, but in create better relationships. One of the highest lack of the companies is sales performance.

Challenges

- **Sales Performance**
- **Intelligence Sales**
- **Customer Loyalty**
- **Find relationships**
- **New leads**

✓ How to understand the better time to sell a product for a customer;

✓ How the Sales Team can improve your productivity;

✓ How the Sales Team can manage your data better and this data can be useful for the decision making;

✓ Sales Team needs to manage several accounts at the same time and it´s not easy to deal with it.

✓ Sales Team wants to find new leads as they create opportunities

✓ Find contacts that can help sales team to get in touch with important people

Ideal Solution

✓ They were looking for some intelligent platform. This should help the Sales Team with insights, reports and in real time information;

✓ The team would increase your sales and enhancement your way to understand the customer through the application;

✓ They wanted to be more assertive when they talk with a customer;

✓ The Sales Team wants to control better his pipeline and forecast and use with more intelligence.

✓ They were looking for an automated process that could suggest and find new leads and contacts

Outcomes

✓ Increase Sales Intelligence;

✓ Facility in the companies of information of sales and cadastral of each account;

✓ Ability to easily view all the customer history and benefits that they have;

✓ Real time insights of Sales

✓ Full Linkedin integration inside your CRM
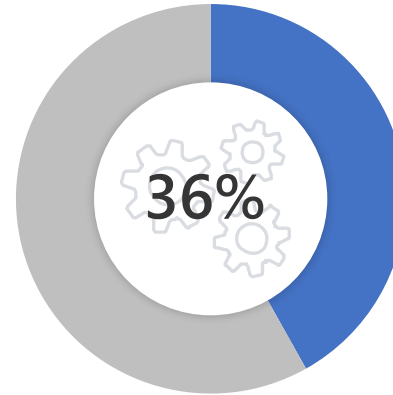
✓ Intelligent suggestions to help you save time

Sales Market Data: Sales Force Automation should be treated as a key AI Pillar.
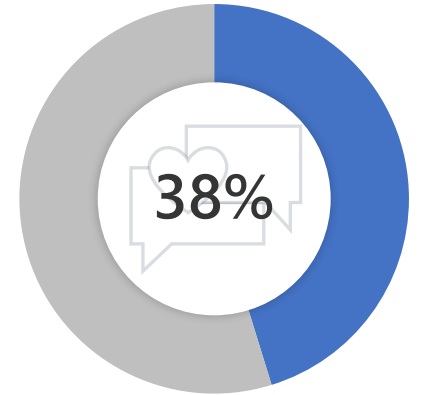
46%
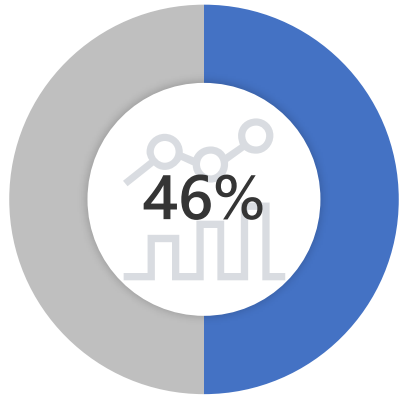
Marketing and Sales Top Areas of AI Invesment

48%
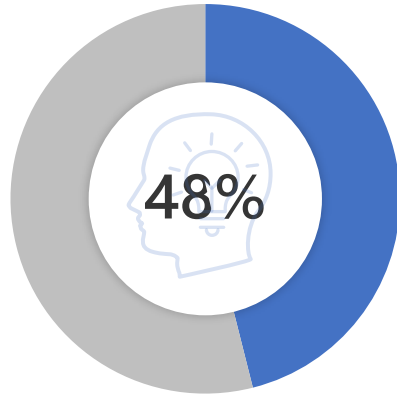
TOP CHALLENGES

Prioritizing outreach and selling activities

36%

Determining the best content to Engage Customer

38%

THE HIGHEST SUCESS IMPACT CATEGORY OF INVESTMENT IS SFA

Dynamics 365 for Sales + Artificial Intelligence

Artificial Intelligence, Sales Performance, Sales Intelligence, Sales Increase

AI (Artificial Intelligence)

- Through the AI the Sales Team can receive some real insights to make decision with more accuracy;
- D365 can offer insights & recommendations;
- Using Relationship Assistant to build meaningful relationships.

Sales Enablement

- Improve the way Sellers do business;
- Understand more about your customer;
- Better Control of your Sales Pipeline.

Linkedin

- Finds and suggests leads
- Shows people who work on the business you are selling to
- Helps find new opportuities
- Synchronize relationship data across systems
- Guide sellers through multiple complex relationships
- Take actions based on contextual recommendations

D365 + AI – Best Solution

D365 + AI is the best product, because it combines the best of both worlds, the D365 CRM and the intelligence of D365 + Sales Insights/Azure and have full native integration with Linkedin database through Linkedin Sales Navigator.

Microsoft Solutions

- Dynamics 365 for Sales
- Artificial Intelligence for Sales
- Linkedin Sales Navigator