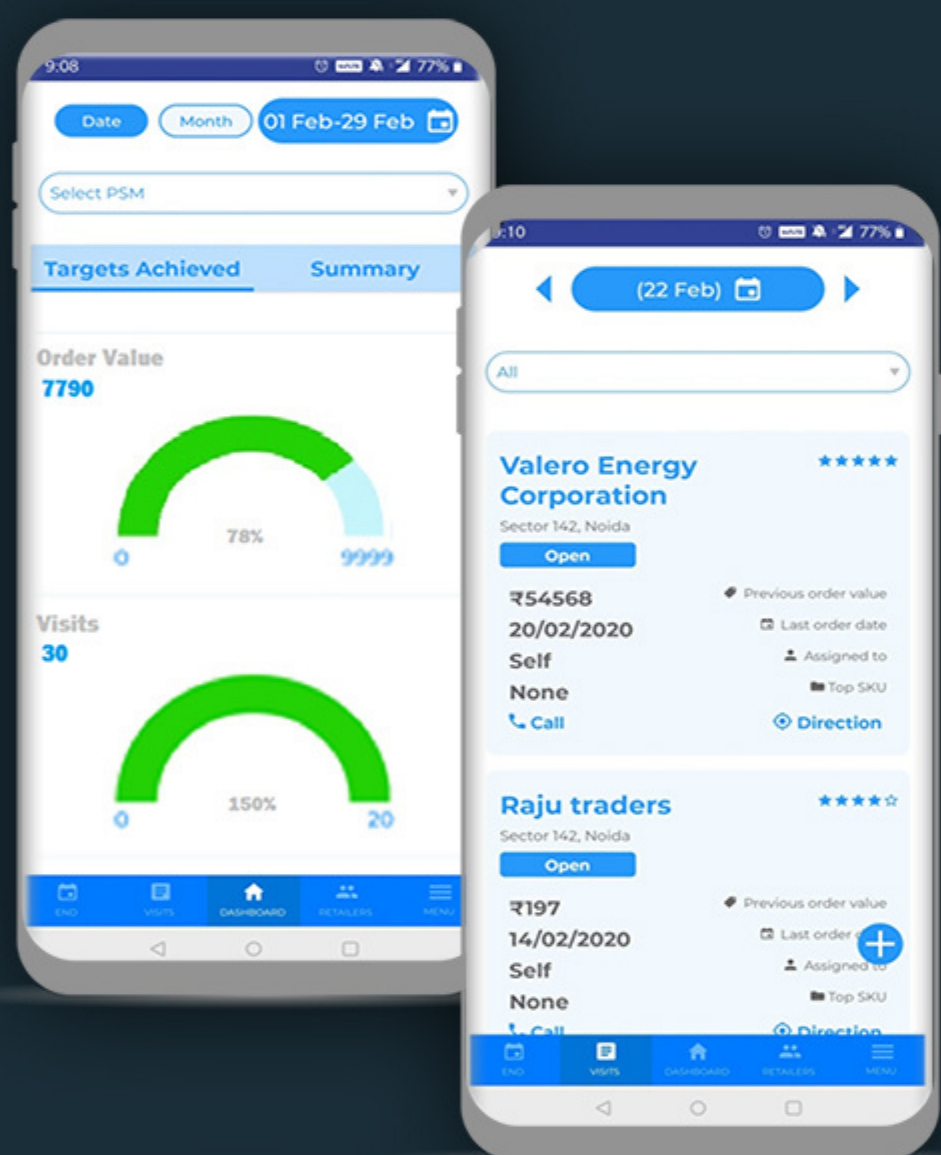


Enabling Faster Collaboration & Enhanced Productivity Across Distribution Channel

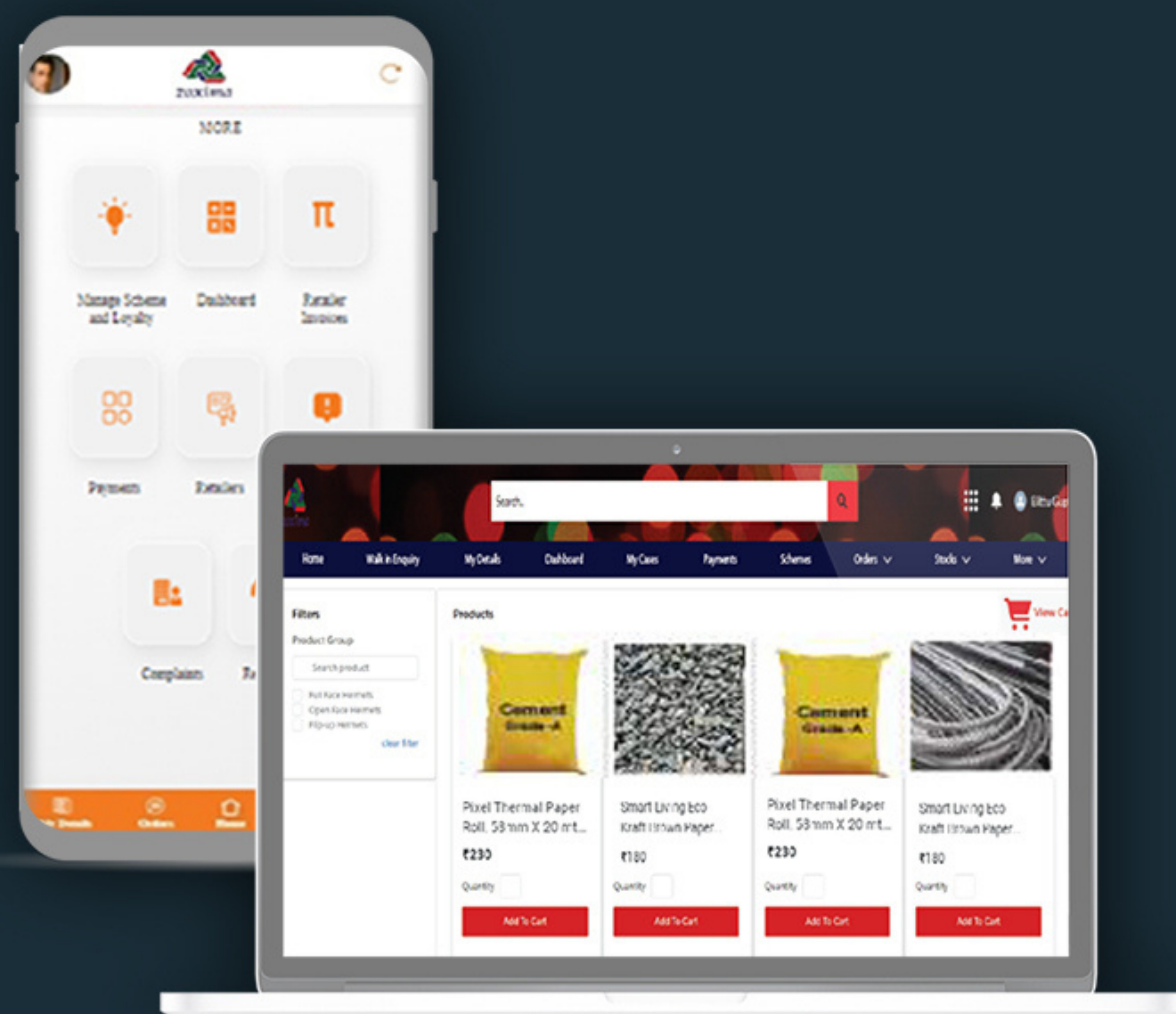
SALES, DISTRIBUTION AND CHANNEL MANAGEMENT SOLUTION

BUILDING MATERIAL INDUSTRY

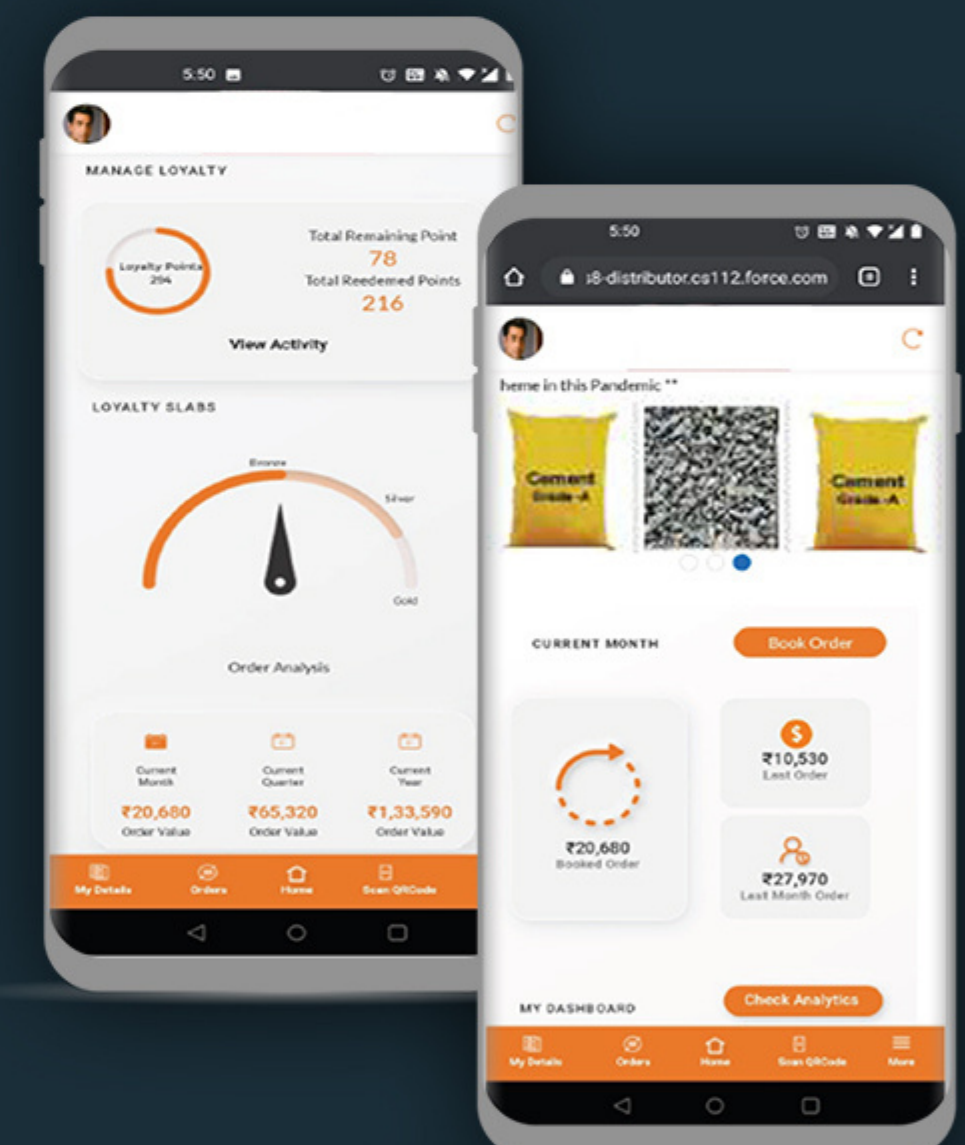
Powered by Microsoft Platform
OFFLINE APPS | AI | ANALYTICS



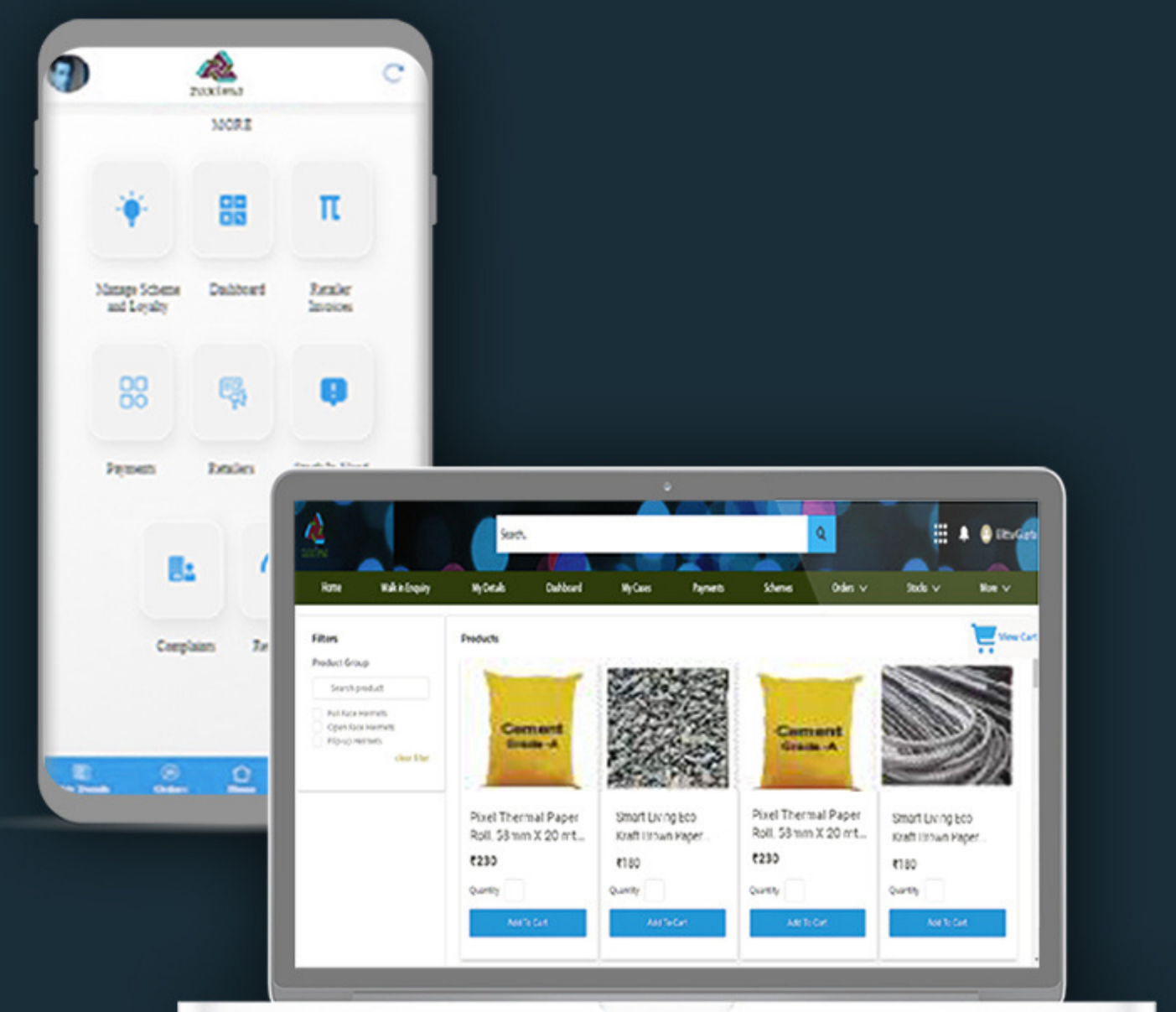
MOBILE APP FOR SALES TEAM



DEALER PORTAL & APP



LOYALTY APP



RETAILER + B2B, B2C CUSTOMER PORTAL & APP

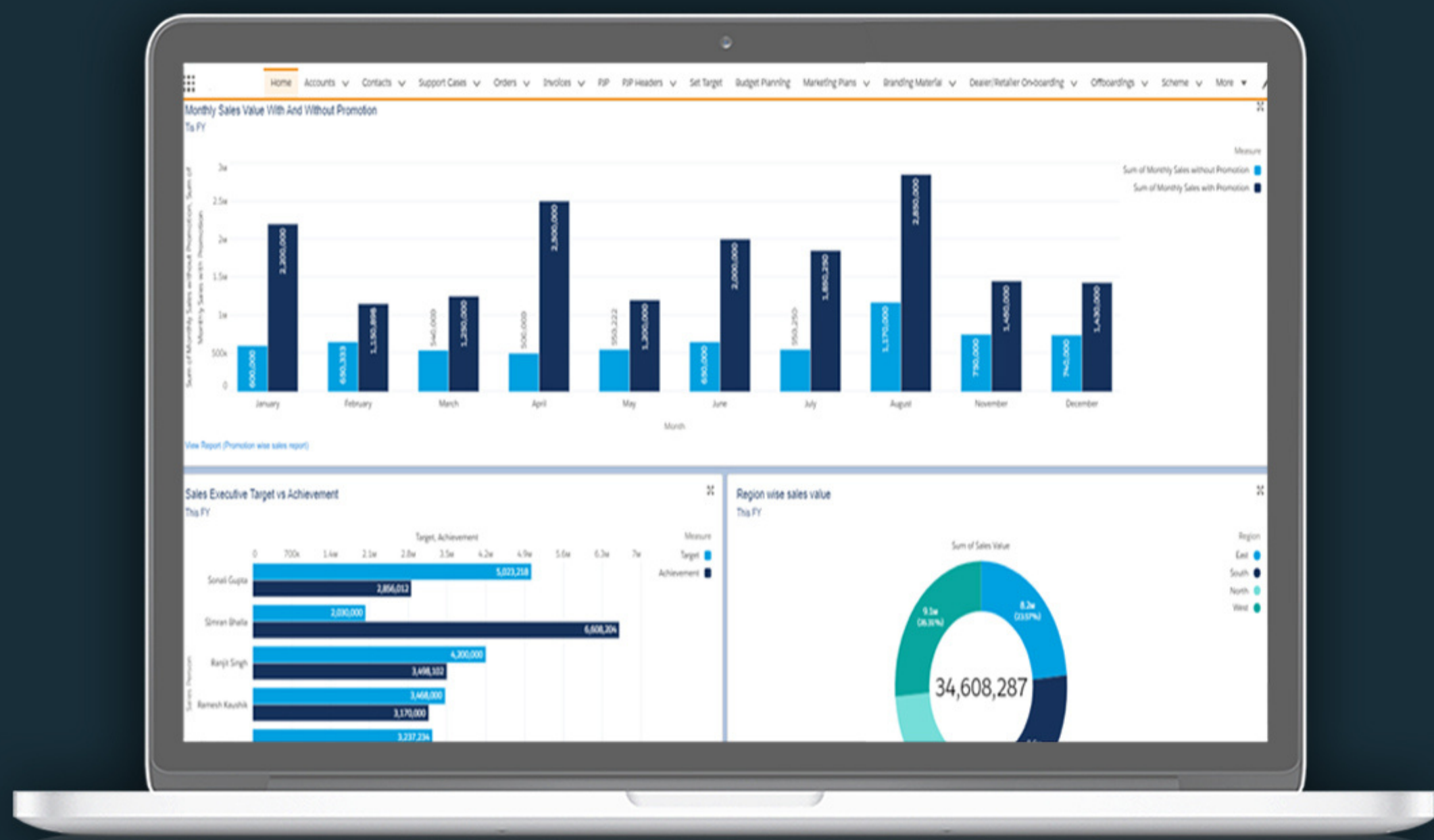
- **Convenient & easy to use mobile app for dealers**
- **Easy to use online/offline mobile app for field sales**
- **Improved and fast collaboration with dealer network & retailers**
- **Completely automated process**
- **Easy to deploy solution**
- **Easy integration with existing ERP & other applications**

SCHEDULE A DEMO

 **7827394807**

 **sales@zoxima.com**

 **www.zoxima.com**



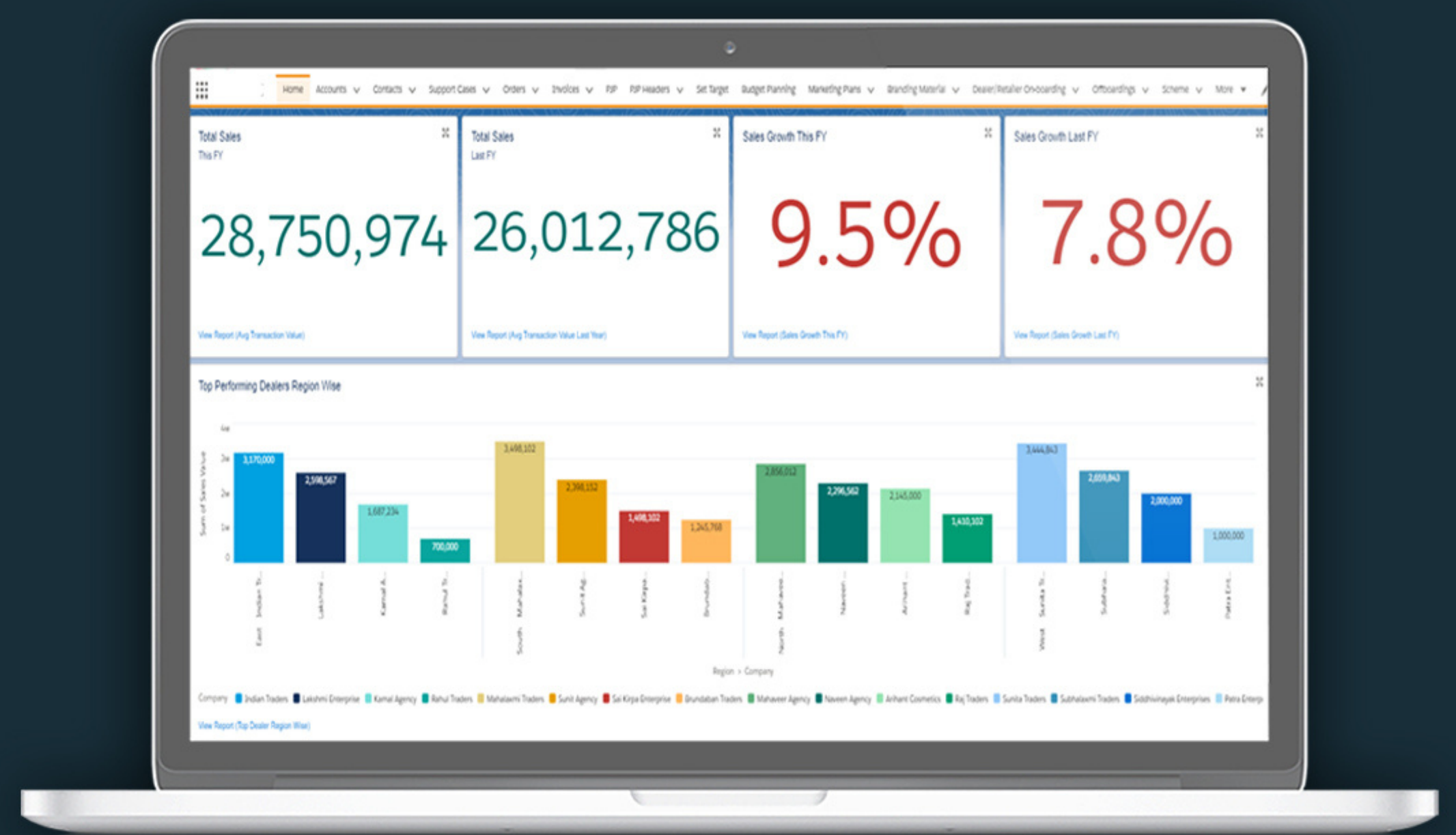
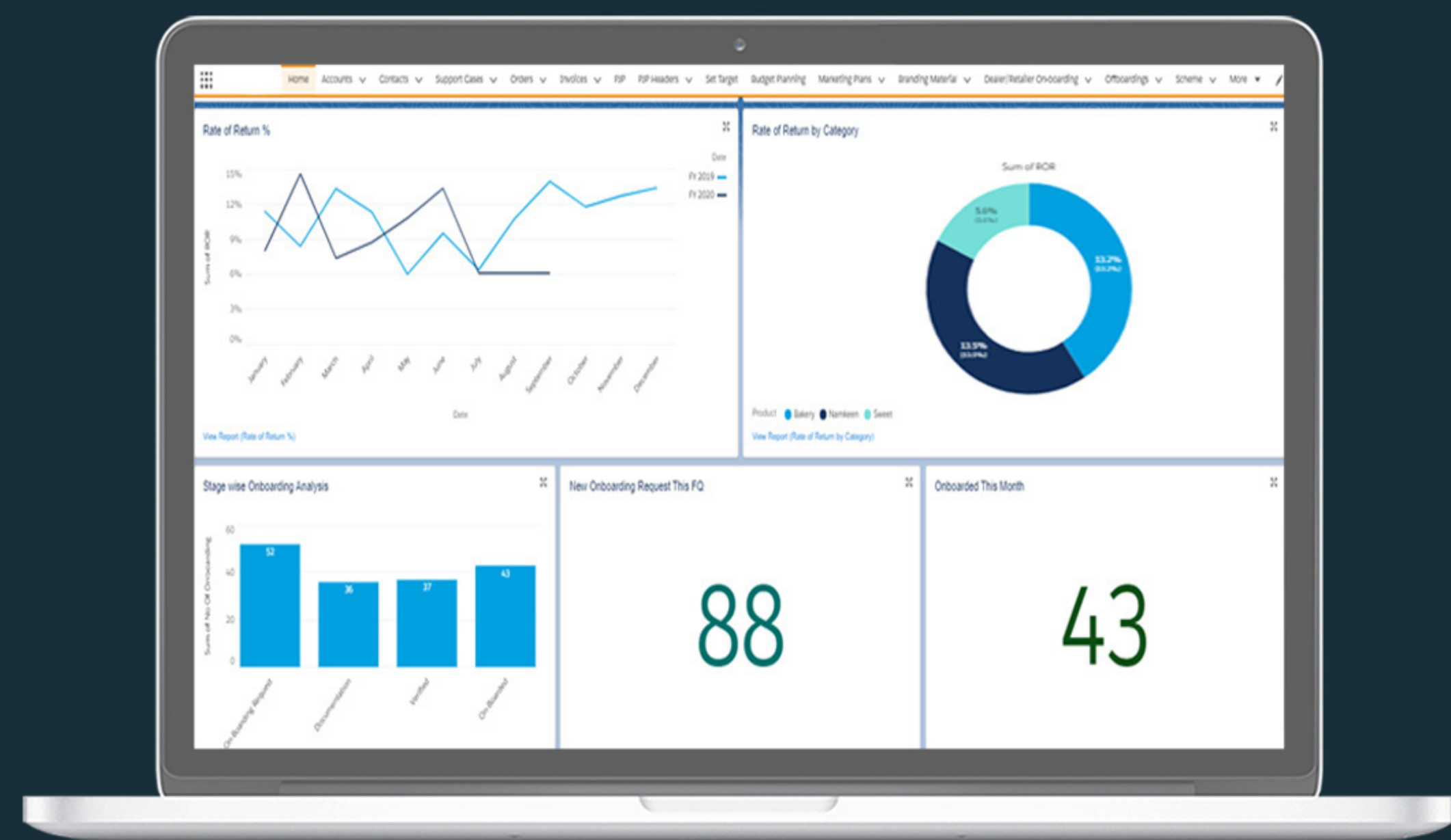
SALES AUTOMATION
DIRECT SALES & CHANNEL SALES

DEALER PORTAL & APP

RETAILER PORTAL & APP

MANAGEMENT COCKPIT
AND CONFIGURATIONS

LOYALTY APP



KEY FEATURES

- 360° View of B2B Customers , Dealers & Retailers
- Influencer 360
- Complete Project Sales Tracking
- Schemes/Pricing/Offers
- Primary & secondary Order Management
- Lead Management
- Dealer Inventory Management
- Dealer Billing & Payments
- Case Management
- Visits Management with Geo tagging
- Dealer Dashboards
- Influencer Engagement
- Loyalty , Schemes & Retailer App
- Seamless data flow to & fro from ERP
- Mobile App for field sales
- Market Intelligence & Branding Visibility
- Customer App

**SELECT
CLIENTS**



SCHEDULE A DEMO

7827394807

SALES@ZOXIMA.COM

WWW.ZOXIMA.COM

FEATURE DETAILS

CUSTOMERS 360

- 360 view of dealers/retailers across all touch points in single screen (contact/orders/invoices/collections/payments etc)
- Dealers/ Retailers associated influencers/ loyalty/ schemes/ competition

B2B SALES

- Key account management
- Lead/opportunity management
- New product development

PRIMARY/SECONDARY SALES & ORDER MANAGEMENT

- Multi channel online order booking (sales apps, dealer apps, portals etc)
- Tech supported interventions to up sell & cross sell
- Retailer order capture & processing
- Catalogue management ,ordering & tracking of primary & secondary orders
- Automated & prefilled order forms for faster processing
- Whatsapp/SMS integrations for approvals & alerts

RETAILERS MANAGEMENT

- Workflows to automate retailer on-boarding
- Simplified retailer order booking
- Competitor activity tracking (stock, brand visibility, price, schemes, etc.)

KPIS & DASHBOARD

- Target vs Achievement
- Region/Product wise performance
- Dealer performance dashboard
- Number of new counters added
- Dealer/Retailer order trends
- Financial statements
- Credit analytics
- Return analytics
- Service quality analytics

BILLING & COLLECTIONS

- Online/ Offline dealer payments
- Issuance of secondary invoices

INFLUENCER ENGAGEMENT

- Influencer engagement
- Influencer performance management
- Influencer associated schemes & rewards system
- Capacity building/training
- Digital engagement

MOBILE APP FOR FIELD SALES

- New dealer on boarding
- Daily targets
- KPI visibility
- Visits planning & execution
- Real time access to products, pricing & schemes

TRADE PROMOTIONS & LOYALTY MANAGEMENT

- User configurable schemes for dealers & retailers
- Configurable pricing mechanism (product /region/dealer etc
- Parameterized & auto applicable schemes (value/ volume/others)
- Automated loyalty programs for dealers & retailers

INVENTORY MANAGEMENT

- Real time inventory visibility to stakeholders (company, dealers ,sales user)
- Dealers stock capture and update
- Retailers inventory monitoring

VISITS MANAGEMENT WITH GEO TAGGING

- Automated & manual Check-in & check-out
- Auto distance calculator
- Auto expense generation as per company policy
- Planned and unplanned visits
- Beat/Visits planning & execution

ENQUIRY MANAGEMENT

- Dealer/Retailer/Influencer leads
- Dealer & Influencer collaboration for lead progression

CASE MANAGEMENT

- Customer specific workflow management for issue handling & resolution
- TAT management & feedback

MARKET INTELLIGENCE

- Capture market intelligence
- Track competitors activity

BRAND VISIBILITY

- Brand visibility monitoring (competitors/own)
- Real time request for marketing material like poster , dangler

ERP & OTHER INTEGRATIONS

- Easy integration with existing ERP for needs
- Real time , Batch Process
- Push/Pull orders, Invoices, inventory, credit notes etc
- ERP integration, Email integration, SMS integration, WhatsApp integration, CTI integration, Marketing tool integration

MARKETING

- Marketing Automation
- Unified Communication
- Campaign management
- Social studio
- Social media campaigns
- Email marketing campaigns
- BTL activities planning, execution

DIGITAL ENGAGEMENT

- Unified communication across email , SMS , whatsapp , calls
- Managing social media handles by BOTS and single console

POWERED BY
MICROSOFT PLATFORM

SCHEDULE A DEMO



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