



SALES FORCE

Regardless of the type of product to be sold, companies that have a sales force team, present some of the following challenges:

- Each vendor has a portfolio of hundreds of clients
- They need to make sure that all customers are visited with certain frequency
- They require efficient routes
- They need a follow-up system that they can contrast with a work plan
- There is little control over what the sales force does each day

BENEFITS OF USING DRIVIN

- ✓ Allows you to design an optimal route for each vendor
- ✓ You assure the visit to 100% of your clients with the frequency that you determine
- ✓ You get real-time visibility of what your team is doing and can contrast it to the original plan
- ✓ There is a record of each visit, that can then be downloaded for further analysis (signatures, customer comments, etc.)
- ✓ You receive reports on the progress of your operation

Helping your sales force team be more efficient in there day to day, is critical for the success of an organization