

Revolutionize Your Sales with SFA



SFA

Our SFA solution is a mobile application designed for sales teams to improve their efficiency

- Enables you to easily manage your sales processes from anywhere.
- Allows you to record all activities of the sales team, such as customer calls and visits and view and analyze them instantly.
- Assign activities to your team and monitor the entire sales process by tracking customer feedback and activity statuses on a single screen.
- Accelerates all your daily tasks such as adding new customers to your portfolio, activity planning and opportunity acquisition processes, and increases the speed of sales realization.
- Reports of your sales processes can be customized according to your wishes, allowing you to easily follow up.



Sales Teams Spend 65% of Their Time on Non-Revenue Generating Activities



- They have difficulty accessing the data necessary for accurate customer visit planning
- They spend too much time on reporting processes
- They cannot provide quality / efficient communication with the customer
- They use dispersed communication channels. (Excel, Whatsapp, Mail, Phone)

Benefits for Sales Teams

- Prepare for sales visits in seconds
- Instant access the data you may for your visits
- Manage your customer database via map
- Your customer activities are reported within seconds.
- Your goals, sales, customers in one platform
- Designed for daily use by the sales team.



Benefits for Managers

Full control of sales and sales team

Instant access to reports

Data-driven management is adopted

CRM and ERP software integration

Instant sales and team management

Correct guidance and training

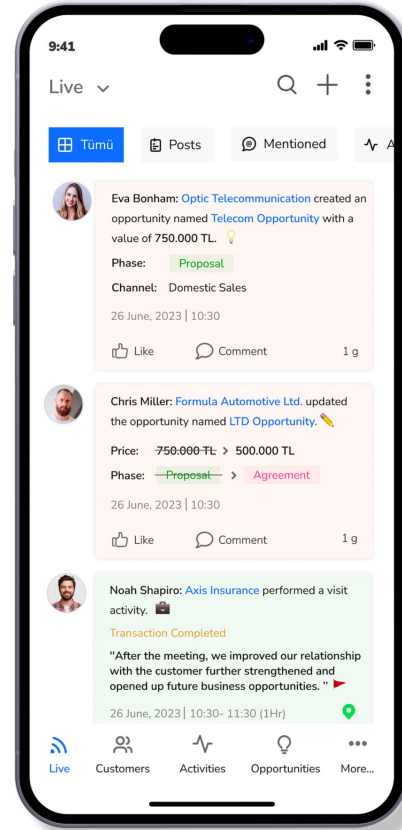


“Live” Communication



Do it Better !

- Establishing in-team speaking channel
- Keeping company communication history
- Creating a virtual memory
- Delivering messages to customers
- Instant messaging to your team



Maps & Customers



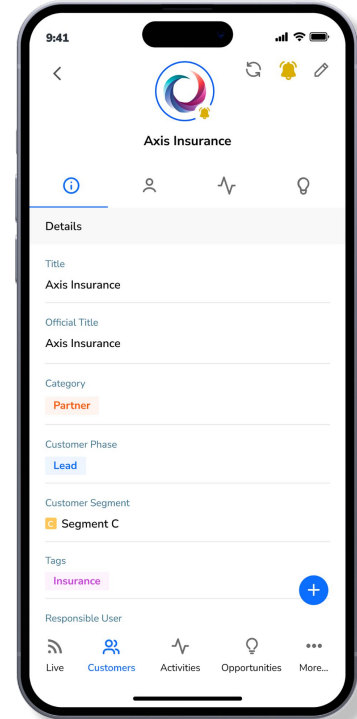
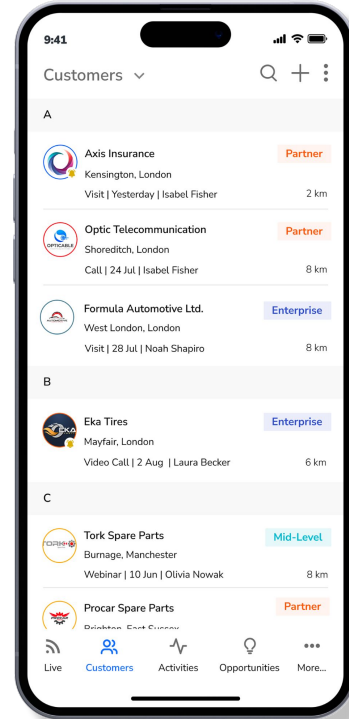
Do it Better !

Sales Teams may ;

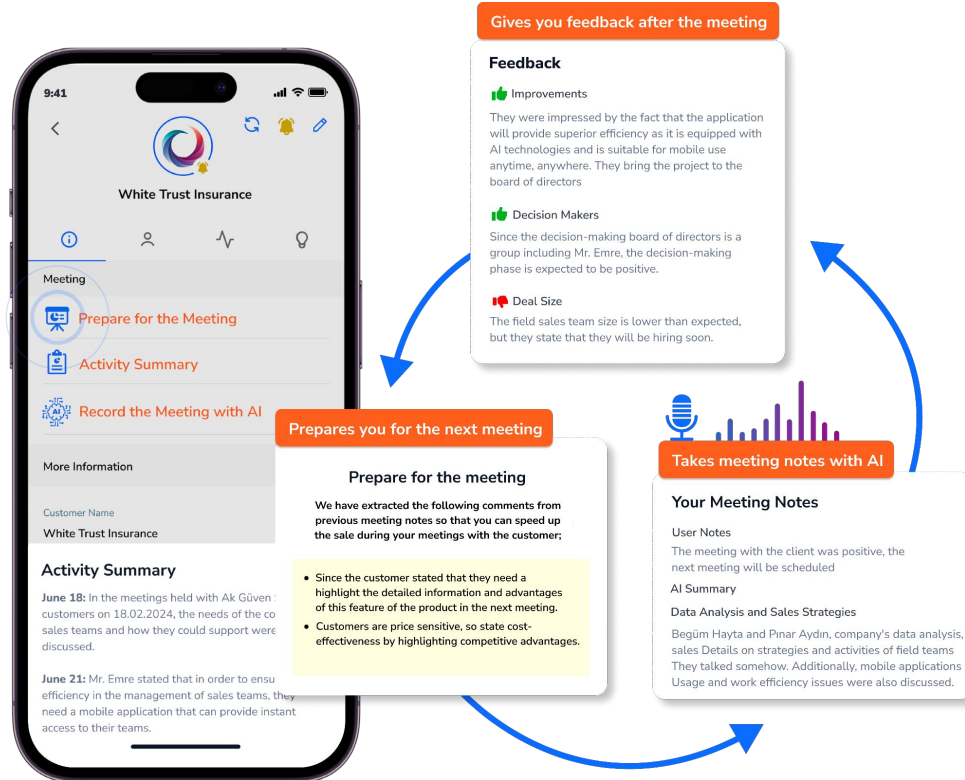
- Select your customers on the map
- Create activities by just one click
- Register them as customers in the app
- Manage all your customers on one screen only

Managers may

- follow the activities done / undone by the team



Prepare for the Meeting



Prepare for the Meeting – PfM-AI Tool



Do it Better !

- AI tool scans the informations and datas you previously entered into the app.
- Gives you a summary what you should be preparing in advance and speaking during the activity
- Activities, meetings are more effective and transparent with the PfM AI Tool

Prepares you for the next meeting

Prepare for the meeting

We have extracted the following comments from previous meeting notes so that you can speed up the sale during your meetings with the customer;

- Since the customer stated that they need a highlight the detailed information and advantages of this feature of the product in the next meeting.
- Customers are price sensitive, so state cost-effectiveness by highlighting competitive advantages.



Feedbacks – Mentoring – AI Tool



Do it Better !

AI tool ;

- gives a general summary about the activities
- Indicates the areas those need to be improved

Managers may observe ;

- The communication with the customers
- Activities performance and strong / weak points of the sales person

Gives you feedback after the meeting

Feedback

Improvements

They were impressed by the fact that the application will provide superior efficiency as it is equipped with AI technologies and is suitable for mobile use anytime, anywhere. They bring the project to the board of directors

Decision Makers

Since the decision-making board of directors is a group including Mr. Emre, the decision-making phase is expected to be positive.

Deal Size

The field sales team size is lower than expected, but they state that they will be hiring soon.



Activity Recording – AR AI Tool



Do it Better !

- **By AR AI Tool ;**
- Send meeting notes in seconds to the app
- Get a summary of the meeting with important points
- Prepare for the next meetings more effective
- Save time for more sales activities

- **Managers may ;**
- See the activity summary instantly
- Listen to whole activity and understand the communication language with the customer
- Take immediate actions



Takes meeting notes with AI

Your Meeting Notes

User Notes

The meeting with the client was positive, the next meeting will be scheduled

AI Summary

Data Analysis and Sales Strategies

Begüm Hayta and Pınar Aydın, company's data analysis, sales Details on strategies and activities of field teams They talked somehow. Additionally, mobile applications Usage and work efficiency issues were also discussed.

Question Ratio [⊙]

10%

Suggested: 10% - 30%

Talking Speed [⊙]

144 words/min

Suggested: 130 - 190

Average Patience [⊙]

0.65 Seconds ▲

Suggested: 1 - 1.8

Talk Ratio [⊙]

60% ▼

Suggested: 40% - 60%

Language Positivity [⊙]

29% Positive ▲

Suggested: 50% - 100%

Voice Emotion [⊙]

50% Happy

Suggested: 15% - 100%

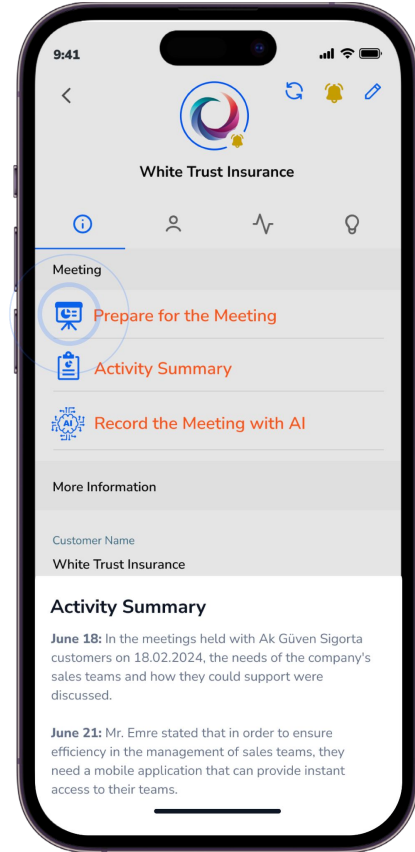


Activity Summary



Do it Better !

- Get the summary of the activities, don't miss anything about your customers
- When new sales members onboarded in your team they may adapt easily

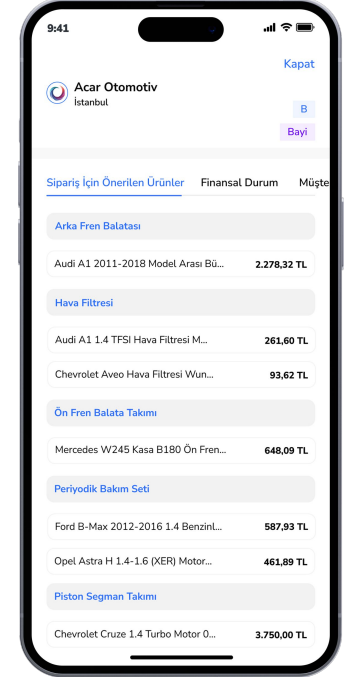
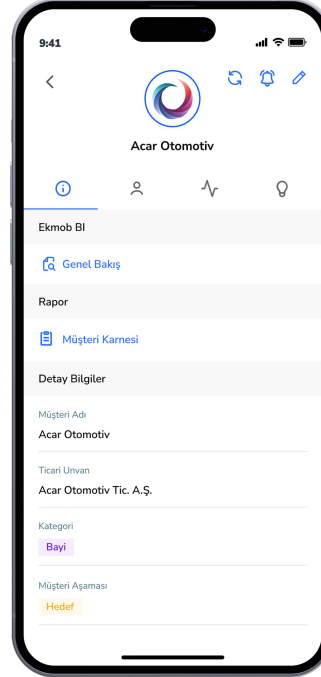


CI Infrastructure



Do it Better !

- You may get the customizations you require to improve your business from one screen only
- Integrate the customer datas and organize your calendar from one screen only



Plan Your Day & Search Nearby



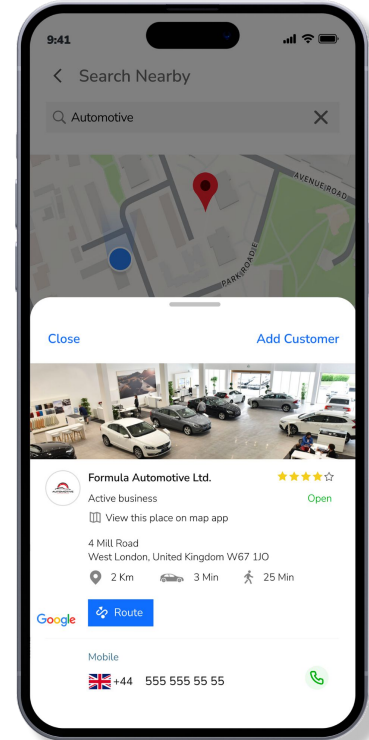
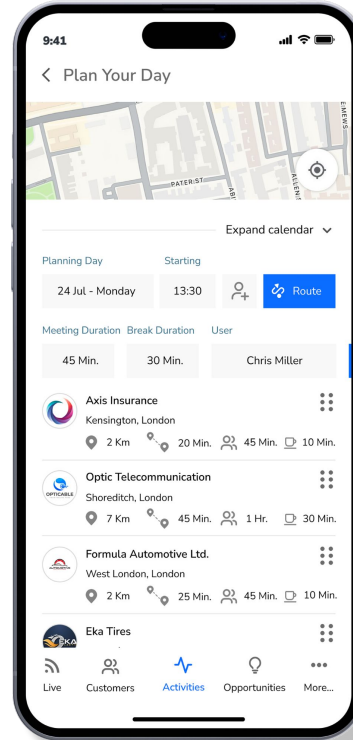
Do it Better !

Sales Teams ;

- View all customer data in a single area
- Plan your visits by giving priority
- Identify potential and existing customers nearby and visit quickly

Managers ;

- Easily control your team's route
- Follow their daily activities
- Control visit performances
- Take immediate actions



Meeting Notes



Do it Better !

- Customer meeting notes are easy to record by speech to text / voice recording
- Customized forms help you create your own way to collect data from the field
- Auto-created activities from the meeting notes save time.
- You just do the activity, Ekmob creates the time for you

9:41 Kaydet

Kaç yıldır bu sigorta şirketi müşterisiniz?
Giriniz

Hangi tür sigorta ürünlerini kullanıyorsunuz?
Giriniz

Son bir yıl içinde bir hasar durumu ile karşılaştınız mı?
Seçiniz >

Acente iletişiminizden memnun musunuz?
Seçiniz >

Firmanın birden fazla şubesi/hoktası bulunmakta mıdır?
Seçiniz >

Sigorta şirketinizin sizin için en değerli özelliği nedir?
Giriniz

Sigorta hizmetleri ile ilgili önerileriniz var mı?
Seçiniz >

Hangi konularda iyileştirme görmek istersiniz?
Giriniz

9:41

SD Sigorta Form
Firma Ziyaret Form Cevapları

Toplam Puan
200

Son bir yıl içinde bir hasar durumu ile karşılaştınız mı? 0

Acente iletişiminizden memnun musunuz? 100 Puan

Firmanın birden fazla şubesi/hoktası bulunmakta mıdır? 0

Sigorta hizmetleri ile ilgili önerileriniz var mı? 100 Puan

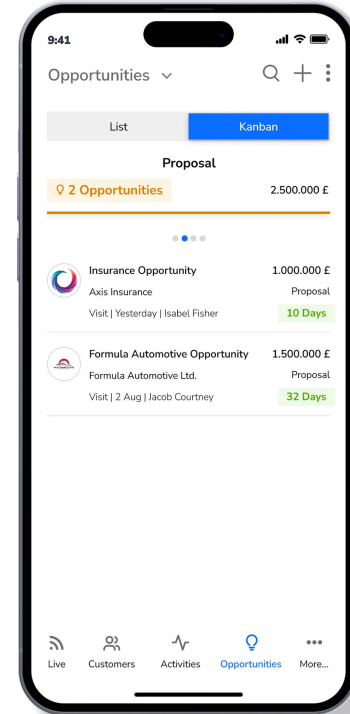
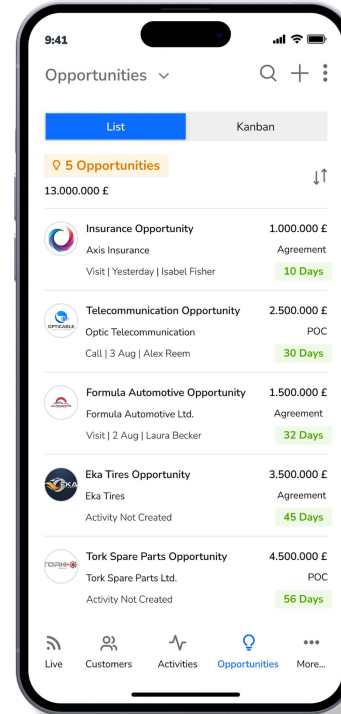


Opportunities & Automation



Do it Better !

- According to opportunity status and customer segmentation tailor-made automations may be designed
- Critical or risky accounts may be observed easily and early actions may be taken
- Less churn, Less Loss More Customers

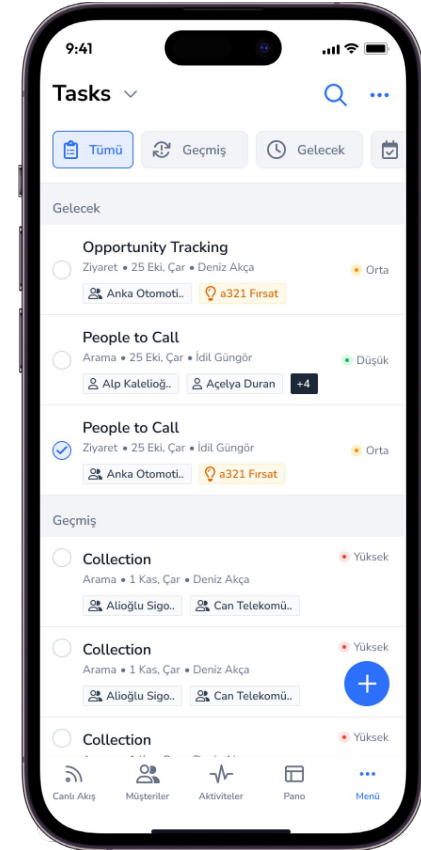
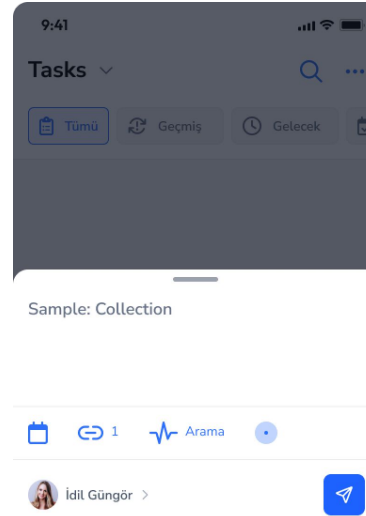


Tasks



Do it Better !

- All the tasks are reachable anytime, anywhere
- **Managers** may assign tasks initially and follow all tasks' status
- No worries ! **Ekmob** keeps reminding you

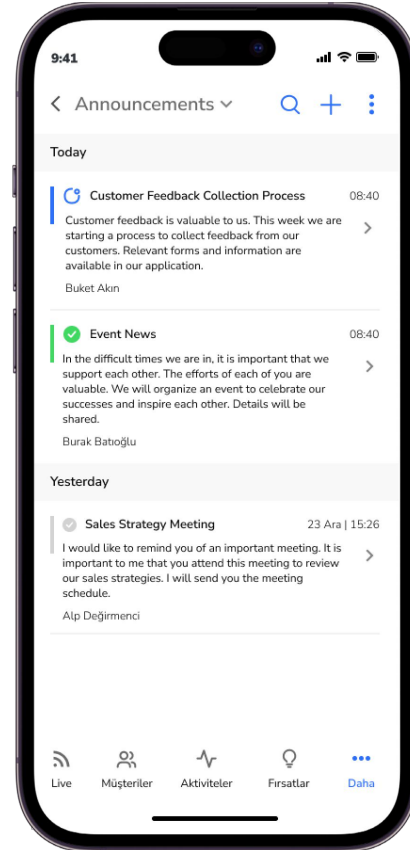


Announcements



Do it Better !

- **Managers** may send announcements and **Teams** may reach all notifications on a single screen only
- You don't have to remind over and over. **Ekmob** does it for you

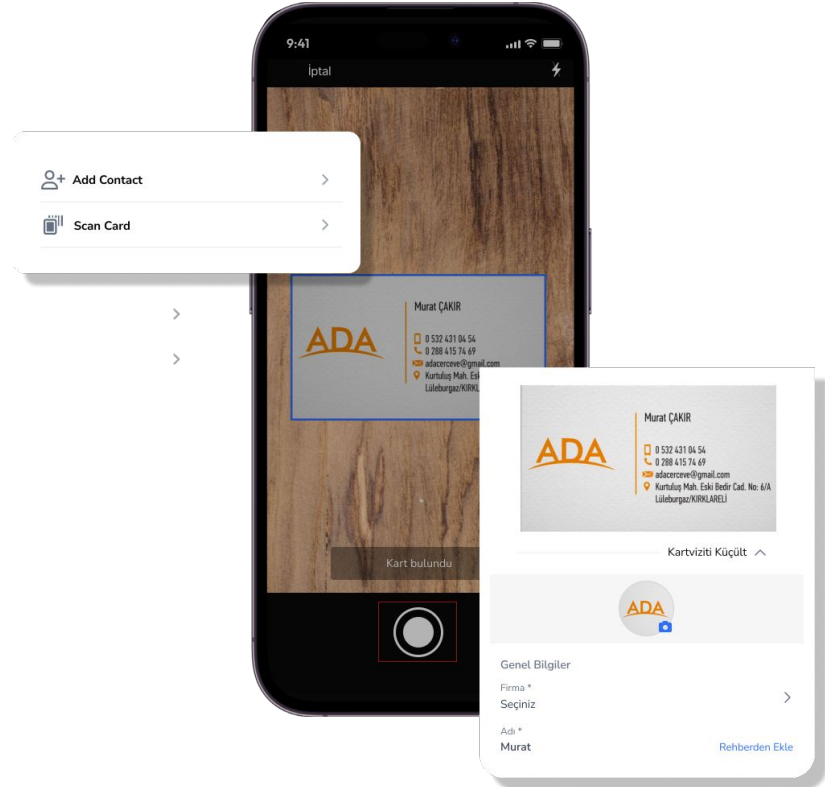


Adding Business Cards



Do it Better !

- **Easy, accurate** and **quick** business card recording
- No time waste. Just keep on selling !



References

BRI SA

aras[®]
önem taşıır...

Digiturk
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papara

hepsiJET

Doğa
sigorta

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ING 

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Faktoring



 **Fibabanka**



 **BURGAN
BANK**



papara



AcnTURK
SİGORTA



 **Faturamatik**



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 NOVARTIS


ERTUNÇ ÖZCAN


başarınız, hedefimiz

 **GÜNEY DİŞ**
En iyiye ibtiyâç duyduğunuz zaman...

 burmino

 **TOKER** DENTAL

 **EGES**
— SAĞLIK —
DENTAİD TÜRKİYE DİSTRİBÜTÖRÜ