

Sell smarter, not harder,

with Dynamics 365 Sales



Are your sales team really that productive?

Do you know how your sales team spend their time?...

On average

32%

of a salesperson's time is spent actually selling to customers ¹

In fact

59%

of salespeople admit they have way too many sales tools and can't keep up ²

Only

18%

of salespeople are considered trusted advisors ³

Now is the time

to align your sales processes to make selling **easy** and **effortless**

By having **Dynamics 365 Sales** in the palm of your hand, you're reaching way beyond the basic sales force automation tools. Give your sales team the data to better understand their customers' needs, and ultimately, win more deals.

With **Dynamics 365 Sales** integrating with Microsoft 365, you're able to take full advantage of the Microsoft suite and its extensive capabilities, including the Microsoft Power Platform.



Give your salespeople their time back so that they can **focus on the all-important selling.**

Salespeople get caught up time-consuming and repetitive tasks typically stemmed from disconnected tools and incomplete or missing data.

Give your salespeople more hours in the day by automating manual tasks with **Dynamics 365 Sales**, so they can boost productivity and achieve the results your business needs.

64%
of a sales rep's time is spent on non-selling activities ⁴

Make your customer service team more reliable, knowledgeable and responsive with an integrated Microsoft cloud platform that makes selling smarter, not harder.

Combine Microsoft Dynamics 365 Sales with Outlook, Excel, Teams, Power BI and Power Apps for the ultimate workforce.



of organisations admit that their sales process is lacking and should be more well-defined ⁵

Make insight-led and knowledgeable business decisions.

With so much sales data and customer information in multiple places, it can become very confusing to know which opportunities to focus on and what to do next.

With **Dynamics 365 Sales**, your salespeople get alerted with real-time customer changes, which tells them exactly what steps they should take next to move deals forward.

Fast-growing sales organisations effectively embrace AI to win more deals. ⁶



Stay ahead of the competition with smart selling...

Having the right information, at the right time, in the right place, for the right person can significantly impact the time it takes to close a new opportunity.

Say goodbye to scrolling through endless amounts of data in Excel spreadsheets when Microsoft Dynamics 365 Sales can do the hard work for you, so you can always be one step ahead.

AI-powered sales teams generate

50%

more leads and reduce call times

by up to

70% ⁷

With sales capabilities embedded right in Microsoft 365, it's never been easier to sell smarter, especially when

85%

of a salesperson's day-to-day activity can now be automated ⁸



[Learn more](#)

Having delivered over 8,000 successful projects, we've plenty of experience implementing business systems, Microsoft Dynamics 365 solutions and the technical infrastructure to support them.

We are a Microsoft Gold Certified Partner. We can deliver Microsoft Dynamics 365 solutions on your own IT infrastructure or in the Microsoft Cloud. Based in the Midlands and North East, we support clients across the UK and further afield.

If you would like to learn more about how we can support your company, please do not hesitate to get in contact with us today and take your first steps towards enhancing your business processes:

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¹ www.csoinsights.com/2018-2019-sales-performance-study/

² www.accenture.com/us-en/~media/PDF/34/Accenture-Selling-In-The-Age-Of-Distraction.pdf

³ www.accenture.com/us-en

⁴ www.csoinsights.com/2018-2019-sales-performance-study/

⁵ www.gartner.com/en/topo-now-gartner

⁶ www.mckinsey.com/business-functions/marketing-and-sales/our-insights/unlocking-the-power-of-data-in-sales

⁷ https://hbr.org/2016/06/why-salespeople-need-to-develop-machine-intelligence

⁸ https://hbr.org/2016/06/why-salespeople-need-to-develop-machine-intelligence