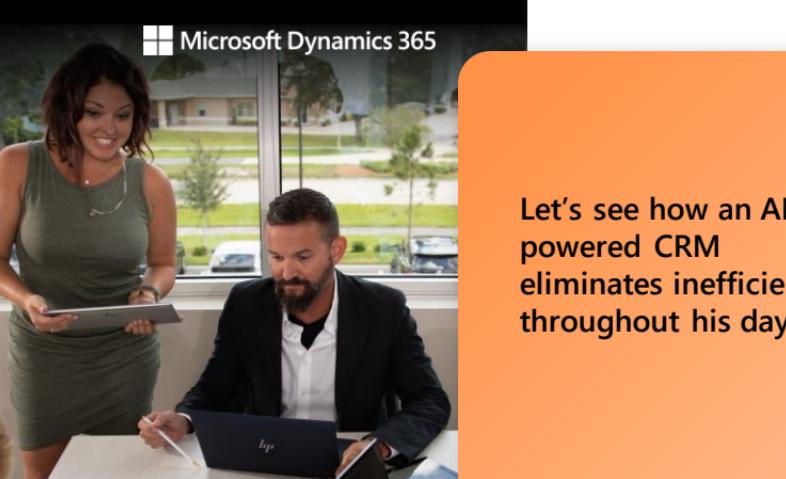




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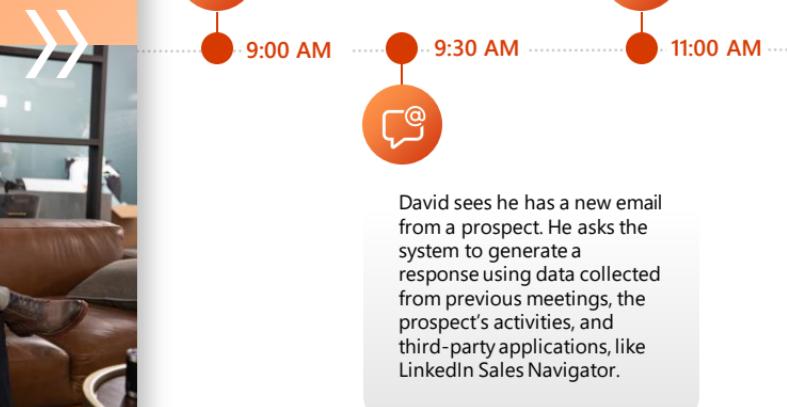
Businesses look to their sales team to drive company growth, they must provide them with AI-powered solutions that connect with existing systems, eliminate tedious tasks, and empower them with the tools they need to succeed.

tosco Coffee owns offices in countries across North and South America, Europe and Asia with over 10 000 employees.



spend <30%
of their time on
non-sales activities¹

David signs into the CRM and has the system generate a list of tasks, including email responses and meeting summaries based on the opportunity.



as a meeting listed in buying es the system to the opportunity, tails, past mails. After y, he realizes crease the wants to connect n, who works how to versation.

Using collaboration tools connected to the CRM, David creates a deal room with Sara using a pre-built template that includes all the opportunity details. He then has a virtual meeting with her to develop a strategy for the call.

- 11:30 AM 
- 12:30 PM 
- 1:30 PM 
- 2:30 PM 
- 3:45 PM 
- 3:50 PM 
- 3:55 PM 
- 4:30 PM 

- Before meeting with Sara, David takes some time to do prospect using personalized, AI-generated content based on prospect activity and concerns.
- David presents what he discussed with Sara to the prospect. He can better focus on the meeting as the system records the meeting and a transcription highlighting competitor mentions and action items instead of manually taking notes.

the call, the
agent asks a question
he doesn't know how to
answer. The system
then generates a suggested
response, tips, and related
information to address the
agent's concerns.

145 PM

After the meeting, the system gives D of the call. The report includes a customer analysis and KPIs, listen ratio, talk time, and switches in the system.

David shares the meeting recap and analysis with Sara using the same deal room he created earlier to update her on how the opportunity progressed.

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speed, and
versation.

Ready to make this a reality for your sales team?

Check out this guided demo to see how MakePossible Solutions can deploy Microsoft Dynamics 365 Sales powered by Copilot to see how!