MakePossible
WE MAKE IT POSSIBLE

Microsoft Dynamics 365

Empower sellers to win across the sales funnel with Microsoft Dynamics 365 Sales

Enable your sellers to improve their performance and scale best practices with automated sequences, real-time insights, and data visualizations in Dynamics 365 Sales deployed by MakePossible Solutions.

Awareness

39% of employees report that lack of time and resources as a barrier to meaningful connections with customers.[1] A modern CRM can:

- Create customized email content based on customer data and interests
- Use AI capabilities to automate content creation
- Track engagement with built-in reporting
- Visualize customer segmentation based on key information

Interest
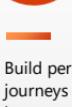
63% of sellers report that they don't have enough time to create and nurture meaningful customer relationships.[1] Microsoft Dynamics 365 Sales can:

- Build personalized customer journeys based on interests and trigger events
- Leverage real-time opportunity summaries to focus on the right deals at the right time
- Share opportunity information securely with sales managers for ongoing training on how to approach each deal

Decision

- Analyze call transcriptions for prospect priorities and competitor mentions to tailor conversations and product demonstrations
- Review a real-time customer profile updated with new activities or interests from third-party applications like LinkedIn Sales Navigator
- Receive real-time notifications when deals are at risk of stalling or being lost

27% These features save sellers 27% of their time building reports to analyze customer data.[1]

Action

- Transition data seamlessly once a deal closes to service departments
- Maintain up-to-date customer security preferences for future communications

28% Employees estimate that these features can save them 28% of time transferring or inputting data.[1]

Contact us to learn how our services support the implementation of Dynamics 365 Sales to improve sales processes across the entire funnel with one solution.

Book Now

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1.   "The AI Index," Aircall, 2023

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