



## Field Sales Information System

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At Sarjen Systems, we have conceptualized and implemented innovative solution, where companies can securely share real time sales data from their ERP with sales representatives working in diverse geographical areas. Each individual sales representative will have access to his own data only and line managers will be able to see team sales performance as well as each individual performance from the team members.

The system is designed in a way, where Sales data can be analyzed in different ways. System empowers the users to create their own analytical reports using real time sales data, so they can actually drill down to lowest possible denominator to identify the problem areas. There can be graphical dashboards, giving bird's eye view of target vs. actual performance, or sales trends for group of products or individual brands. Companies can also define certain fixed format sales reports and graphs, which can be automatically emailed to sales team at pre-defined intervals. The responsive screen designs also ensure that the data is easily accessible from smart phones over and above tablets and laptops. As an icing on the cake, an SMS alert can be set up for easy sharing of typical information.

It is hugely accepted fact that most of the time in sales team cycle meetings are spent discussing the correctness of the sales data where each member will come out not only with different representation format, but also with different sales figures. With Field Sales Information system, one can standardize the report formats for accurate data representation as well.

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