

Empowering Field Sales With Mobile-Enabled Lead Management and Sales Engagement

A superior lead management solution uses mobile enabled features to maximize the ability of field service salespeople to respond rapidly to sales inquiries. Inbound sales inquiries are prioritized according to the lead source, campaign, or sales team and matched to the most appropriate salesperson. ClickPoint even provides the best lead routing utilized in call centers to work with the mobile version. Salespeople can Pull leads as they are available and the mobile solution will serve leads up in order of priority.

Deploy a mobile sales team by enabling the ClickPoint mobile application

- Ensure mobile sales teams get leads instantly, no matter where they are
- Quickly follow up on leads with one-click call and status updates
- Keep salespeople on schedule by providing one-click, turn-by-turn directions
- Reduce lead waste by allowing field sales to take leads as they are available
- Provide leads that are geographically close to a field sales team member for call and door knock opportunities

ClickPoint Mobile Features

- Update Leads with Status and Actions
- Update Leads with notes
- Update Leads with appointments
- Calendar of appointments
- Send email templates or compose email
- Click-to-dial from iPhone or Android utilizing phone cell service
- Utilize application map service for turn-by-turn directions
- Push notifications for lead updates, appointments, and changes
- Pull lead routing and Push lead routing for dialing leads
- Lead history and audit record

