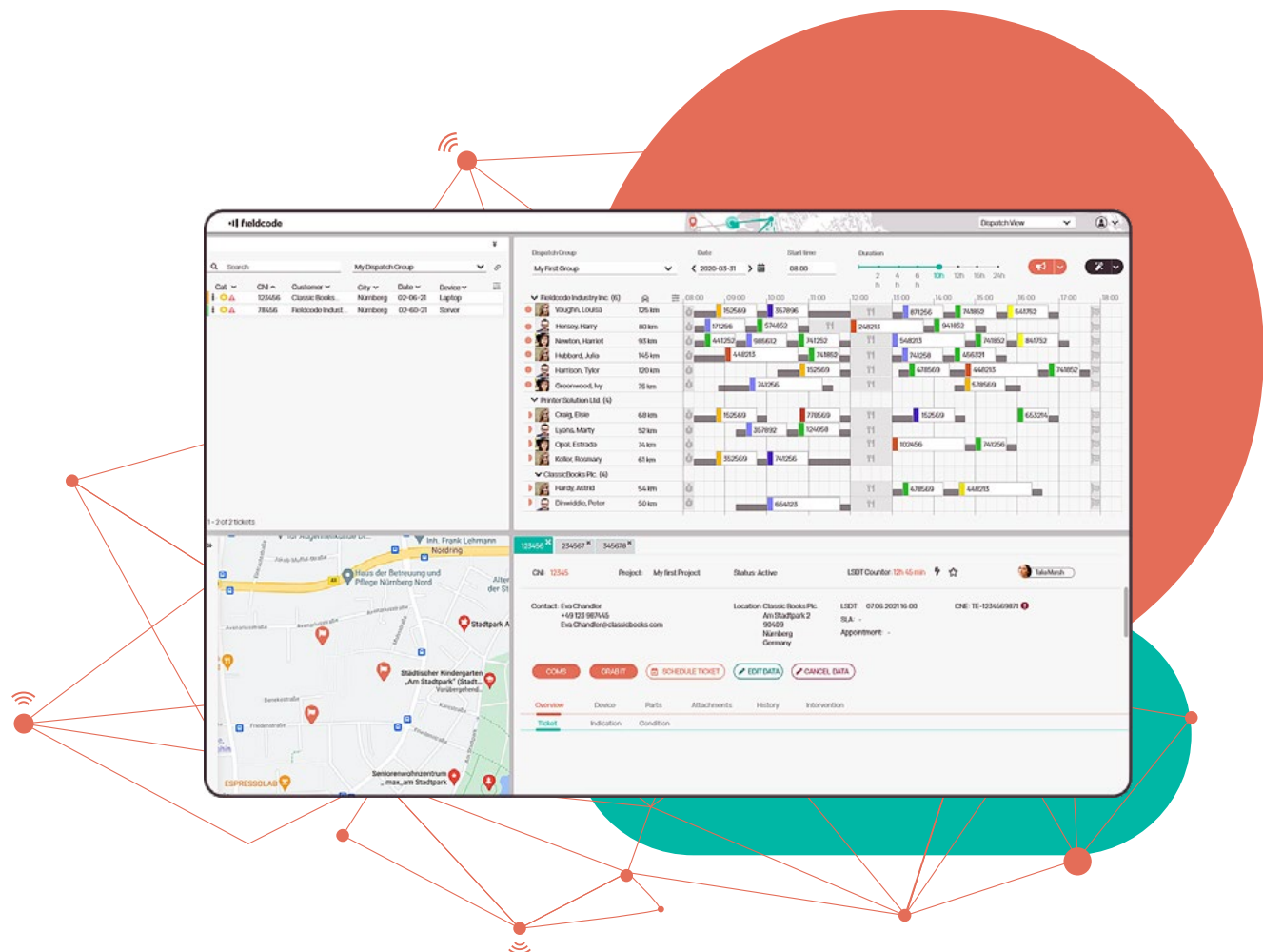# fieldcode

# Strategizing Field Sales performance with smart FSM software

fieldcode.com

# How Field Sales can be improved with a smart field service software



Companies with large sales teams find it difficult to monitor and manage all their field sales reps while tracking sales performance against agreed goals. Advanced technology can offer businesses with field sales staff a set of innovative tools, which will help in simplifying daily tasks, increase productivity, and cut costs.

**With instant access to sales data, any field sales manager has all the information needed about performance**, i.e. when things run smoothly or when certain areas need attention. A software solution can help them, for example, decide whether they need to schedule training programs, what sales goals to set and for who, and, generally, how to map out the future sales game plan.

# The challenges in today's Field Sales world

As your sales rep network expands so do your clients' needs and the challenges your business has to overcome in meeting these. Remain ahead of your competition by implementing a cloud-based field service solution to manage your ever-increasing needs.
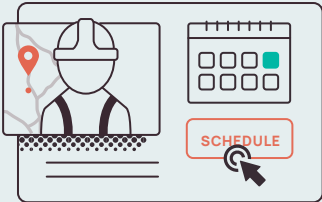
| Efficient resource planning | Varying reporting needs | Customer satisfaction | Different CRM tools |
|---|---|---|---|

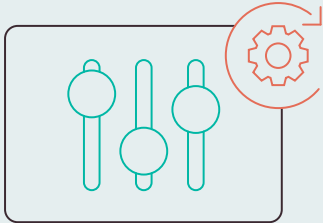## Fieldcode smart field service software solution



**Scheduling & optimizer**
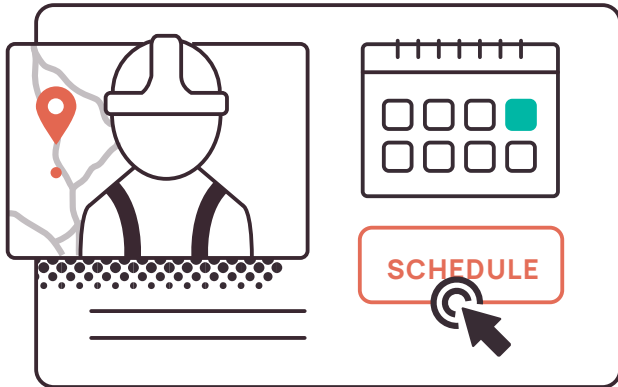
**Fully adjustable reporting forms**
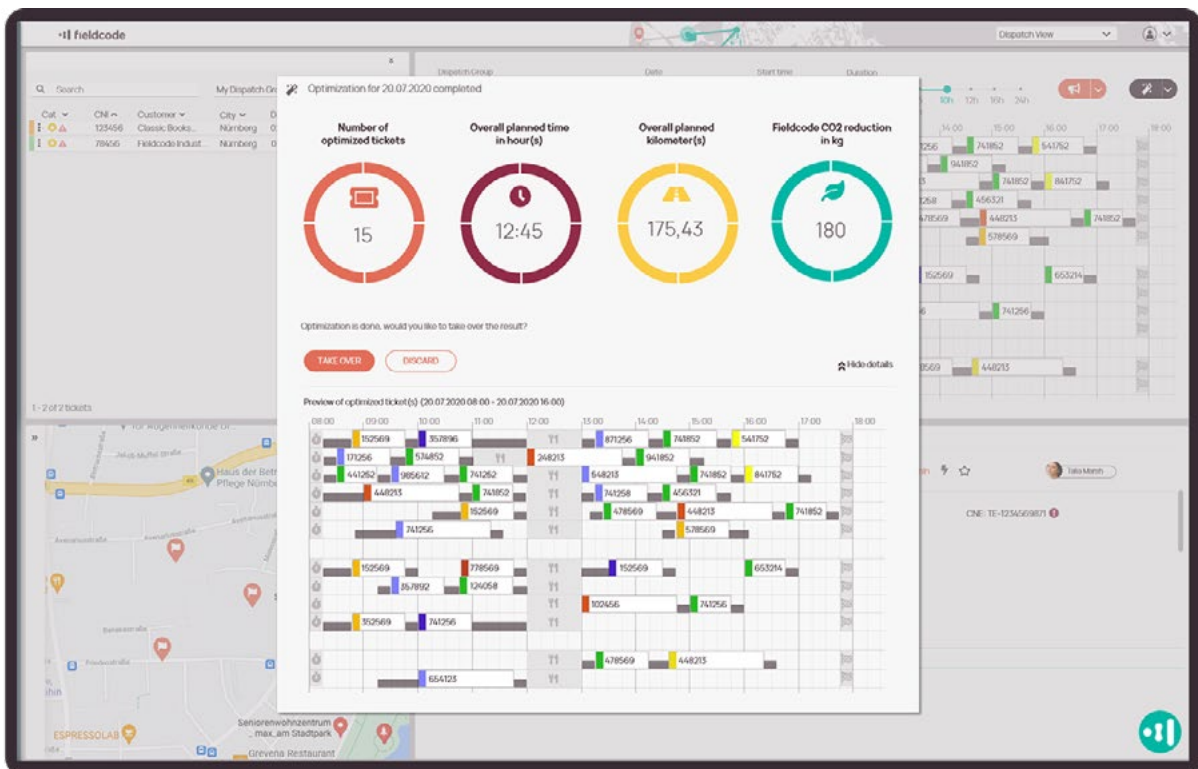
**Real-time communication**

**Integration to any CRM system**

# Plan your resources proactively with automated scheduling



**Insufficient resource planning** is a real challenge for companies that operate a relevant field sales network. While sales reps are on the move, the platform will ensure **optimal route planning** based on mileage, worktime, SLA compliance and real-time traffic data. This will optimize the time between appointments, help to achieve meeting goals, and improve overall communication. Assign service tasks to sales reps easily via the scheduling dashboard, favor idle resources, and delegate tasks more efficiently.
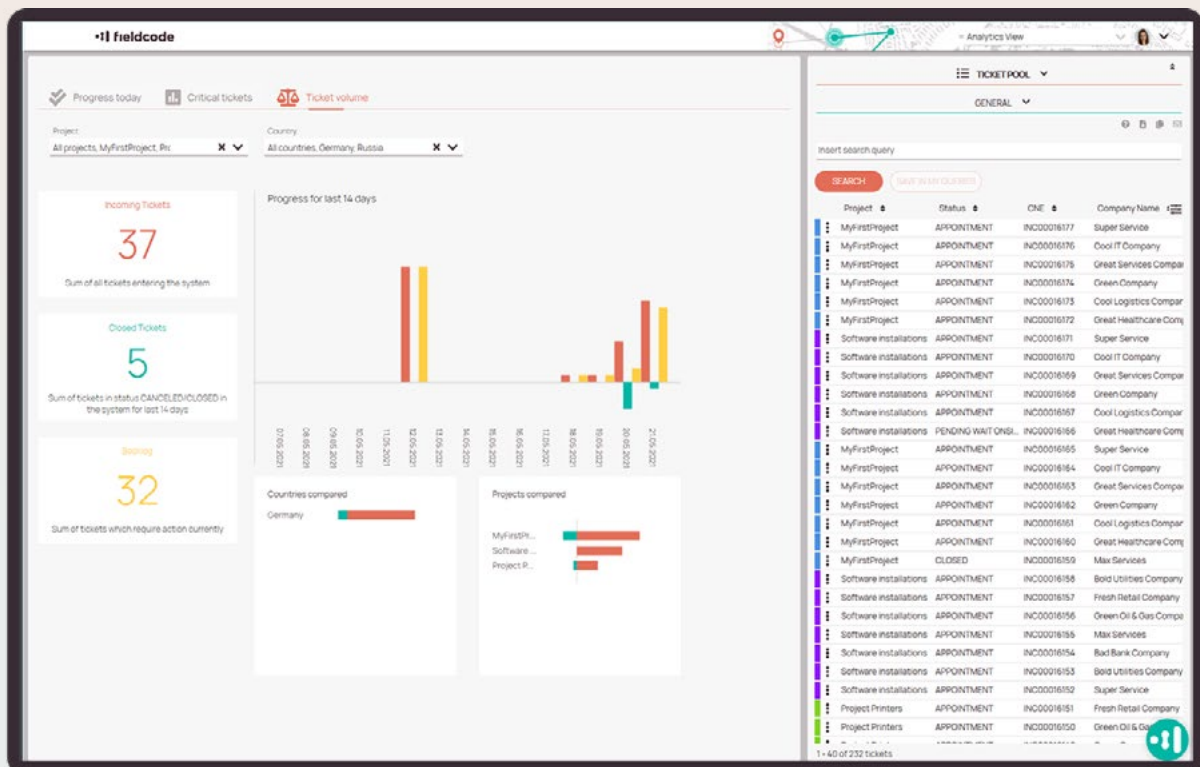


→ **The Fieldcode optimizer** allows you to automatically dispatch your assignments depending on preset rules and capacities, such as expertise and availability of the sales agent. The scheduling assistant helps you reach your individual targets and needs by aligning with your limits and priorities. In addition to your chosen settings, the system leverages public data such as road congestion forecasts for optimal planning.

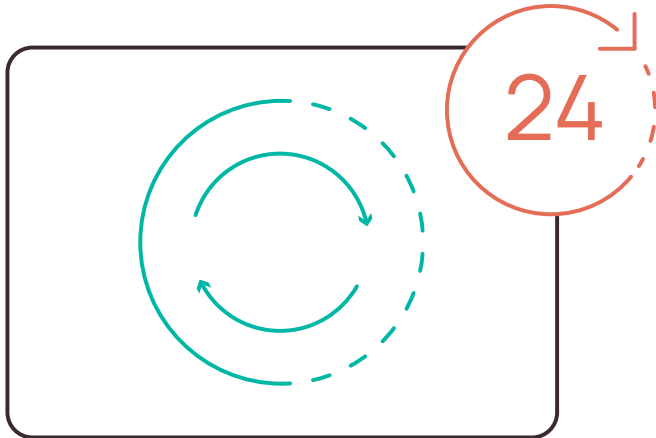# Customize and analyze your data with curated reports



Another big challenge is the **complex reporting needs** when working in the field sales sector. With the help of an advanced field service software, these are effortlessly met as the platform can produce reports, which can answer questions relating to performance, sales forecast, insufficient training, and other areas where you need more transparency. **Pull reports tailored to specific needs each time and share them with the team**, without any coding requirements from your side thanks to Fieldcode's inbuilt reports.
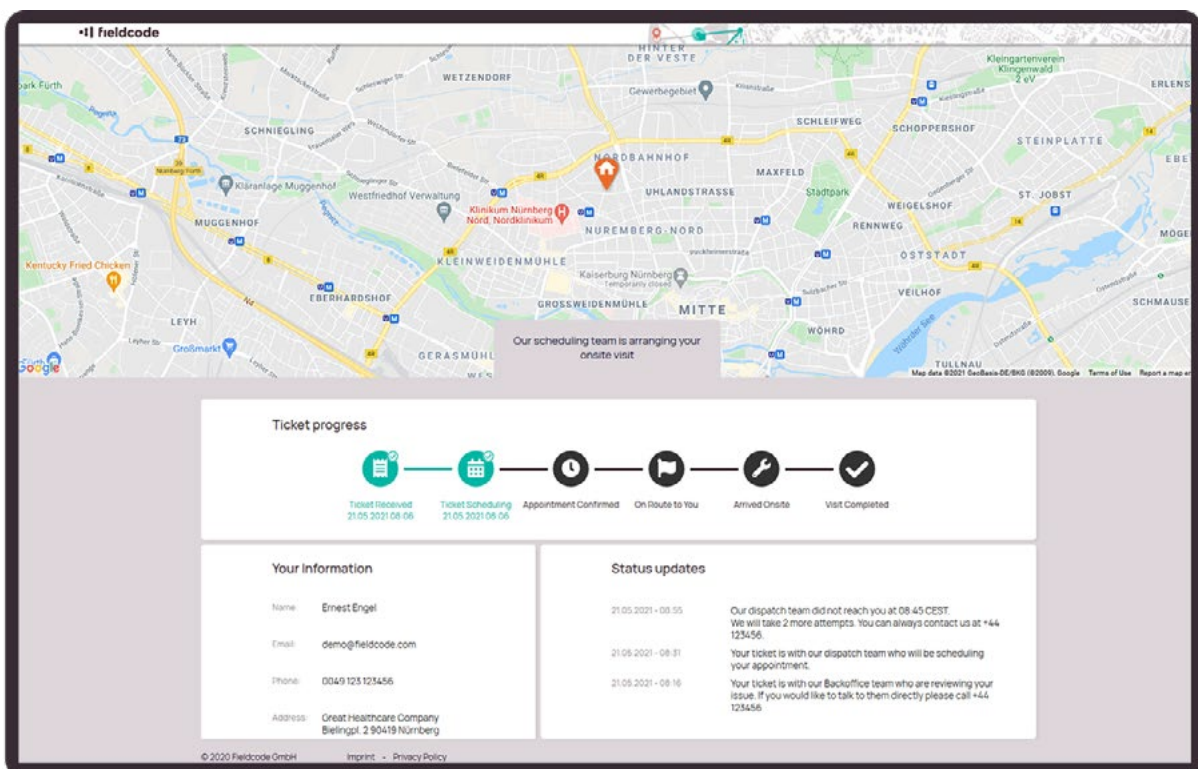


→ **The Fieldcode analytics dashboard** allows you to customize all reports by individual key performance indicators (KPIs) or service level agreements (SLAs).

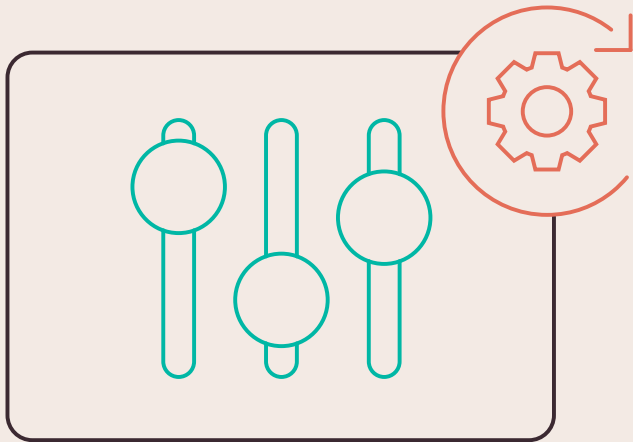# Increase customer satisfaction with real-time communication and updates



Real-time communication will keep your clients happy, while you stay on top of managing the sales funnel with automated alerts and updates. The Fieldcode mobile app **features constant updates about project progress status**, allowing sales agents to provide real-time notifications and access critical customer information. Most importantly, by extracting integral business insights from your CRM and other sources, the software will give your field service reps everything they need in order to close the deal faster.
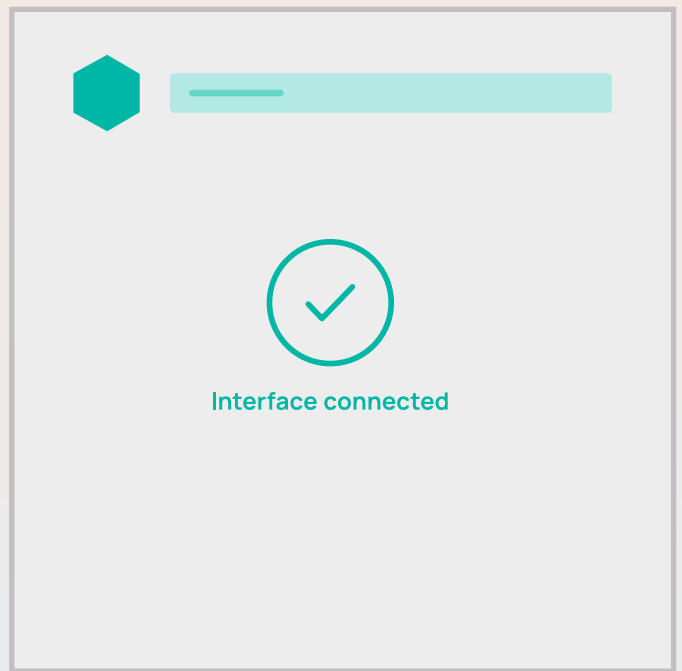


→ **The Fieldcode customer information center** allows you to keep your clients up to date at all times. All essential updates can be delivered to them instantly via email or SMS.

# Extend your capabilities by integrating with any CRM system

When using a field sales software system, **seamless integration with the existing apps and tools your team uses is key**. The Fieldcode field sales solution will be compatible with your existing CRM, HR systems, IT systems, and other important tools you need for your daily business operations. On top of that, no coding is required at this stage too; **you can connect your data from any CRM tool from day one with Fieldcode software**.

API-Key

Interface connected

Integrate Fieldcode into your existing processes and tool landscape such as your CRM platform faster using **drag and drop** – no programming skills required.

"

By implementing a field sales software not only do you have all critical information centralized but also you gather specific data about each agent, including performance metrics that can be analyzed without going through multiple datasets manually.

**Achievements of Field sales devisions with a nationwide or cross-country organization, using Fieldcode for their agents' scheduling**

Up to

→ **10%**

Increased monthly revenue

Avg

→ **80%**

Increased customer satisfaction results

Avg

→ **40%**

Increased productivity of sales representatives

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