

## Opportunity Management

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<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">modal.aspecta.com</a>	12/09/2001	Ray Ben Glance	12/09/2002
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">sas.ncs.25-32</a>	12/09/2001	Lewis Strawn Inc	12/09/2002
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">Sap from Motorola</a>	12/09/2001	Samsung Digital Inc	01/09/2002
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">VMS Global Customs N/S-Sew</a>	12/04/2001	Arjanesto pri led	12/04/2002
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">t.co.uk</a>	12/01/2001	ChristaDier Designweavers	12/01/2002
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">new.org</a>	02/02/2002	44@006 Apparels	02/02/2002

**“ Get More Opportunities and Gain more out of your Opportunities”.**

Opportunity Management solution enables the sales team or professionals to manage the sales channel efficiently and quote accurately on new business.

**“Jumping at the first opportunity seldom leads to happy landing”-** Winning an opportunity by converting the opportunity into sales will automatically generate more opportunities and leads, which gives Profit for the Organisation.

## Features of Opportunity Management

### Better opportunity management means more revenue

The more efficient the sales process, the more money a company generates. The opportunity management solution is the most effective way to build and manage the sales pipeline to increase closing percentages and win more business.

### Web-based opportunity management enables real-time updates

Because opportunity management solution is on the Web, a scattered sales force can update information in real time, so managers have the right information to focus on the highest-margin, highest-probability deals.

## Manage more deals in less time

The opportunity management system enables sales staff to log leads and prospect information, create to dos and monitor deals in one application.

## Accurate project costing

Every offer is profit for business. Historical and to-date reports show how to scope and price projects for on-time delivery and more profit.

## Collaborate

The Opportunity management allows you to collaborate the opportunities of a single user with multiple users.

## Benefits of Opportunity Management

**Opportunity Management** helps sales teams manage opportunities and identify their position within an opportunity so they can plan the best strategy for closing the deal. By providing a tool to effectively manage every component of an opportunity. It helps your sales force maximize sales potential with prospects and increase business from current customers.



1. Chart the organizational hierarchy of an opportunity to determine key influencers.
2. Summarize the nature of an opportunity.
3. Execute a unique selling process by imbedding specific sales methodologies in the system.
4. Dissect milestones within the selling process to create a complete record of all activities associated with the process.
5. Track lost opportunities to gain insight into developing more effective sales strategies.
6. Record the status of an opportunity.
7. Track customer interest level.
8. Estimate the percentage left to close a deal.
9. Set objectives for the time it will take to close a deal.
10. Project potential revenue.
11. Manage the sales pipeline using information recorded about an opportunity.
12. Link documents pertinent to an opportunity.
13. Link an unlimited number of companies to an opportunity.
14. Analyze competitor positioning.
15. Track the activities of all members of the sales team.
16. Outline the steps needed to close a deal.
17. Generate product quotes.

### Summary:

Thus Opportunity Management application components allow you to:

- ✓ View all assigned opportunities
- ✓ Assign a sales team
- ✓ Assign sales team members roles
- ✓ Assign influencers
- ✓ Assign multiple roles to an influencer
- ✓ Enter forecast information for an opportunity

**“Opportunities can drop in your lap if you have your lap where opportunities drop ”.**