

SalesTrack

The emphasis of SalesTrack is on holding salespeople accountable. If you need to be more effective getting your people to perform the activity and behavior called for in their plans, coaching, debriefing and developing their abilities, SalesTrack is for you.

- Provides a simple way to collect activity data from the salespeople on a weekly basis;
- Internet based so it can be accessed from anywhere;
- You can customize the steps of the sales process;
- Activity is analyzed and reported back to both salesperson and in summary form, sales manager;
- Salesperson receives weekly customized coaching on applicable core competencies, identification of their bottlenecks, and a performance comparison to others in their group;
- Sales Manager receives a fully customizable weekly report that summarizes all of the salesperson reports and provides coaching, debriefing, performance improvement matrix, weekly, monthly and quarterly results by group.