



Hamburg **03.05.2022**



Experience



Produktivität

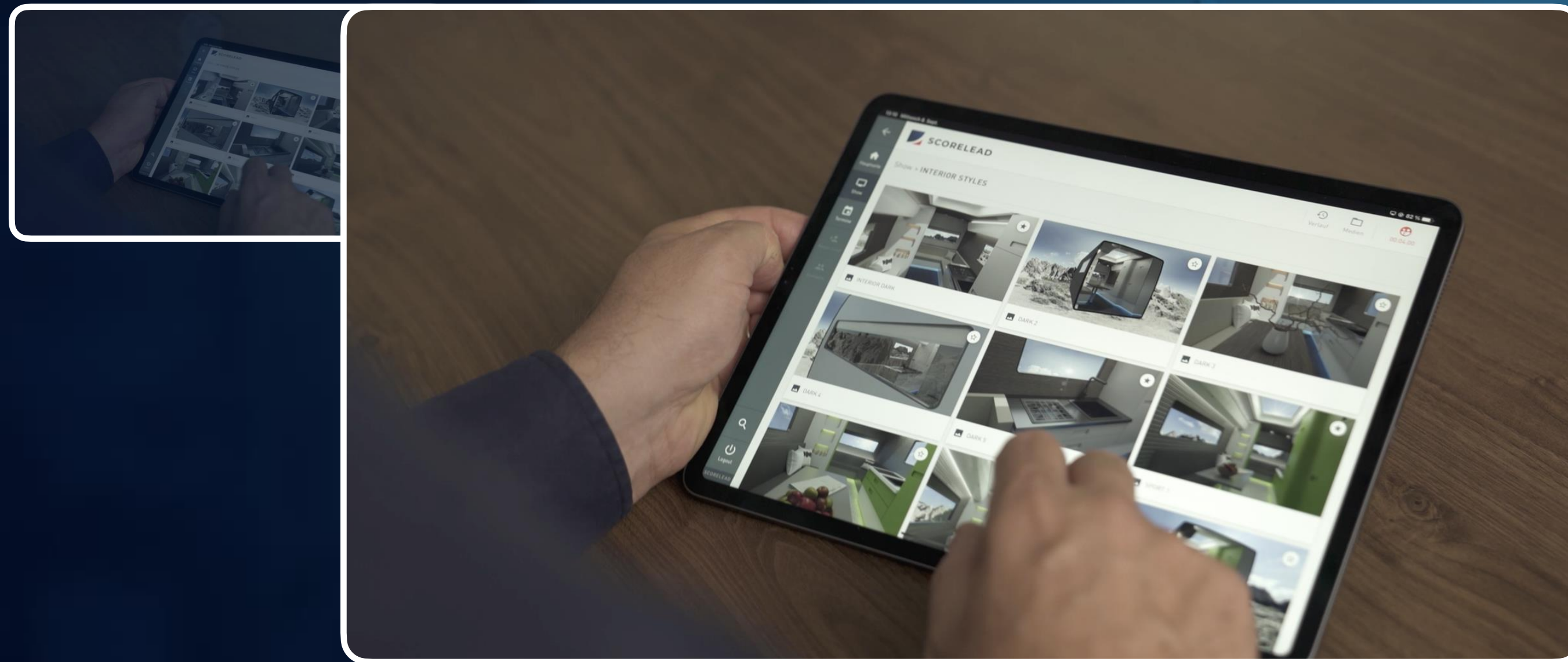


Daten-Qualität



# Menschen begeistern. Kunden gewinnen.

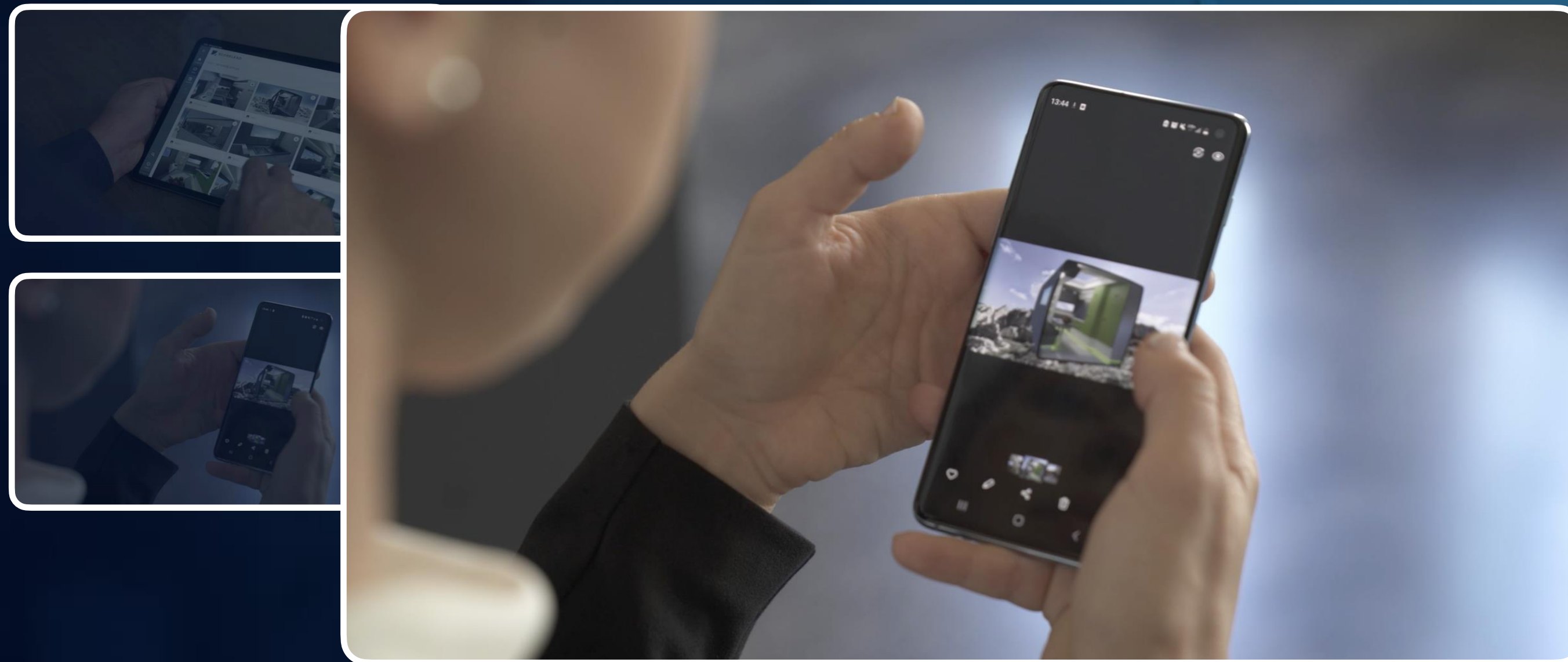
Top Customer Experience:



✔ Individuelle Informationen

# Menschen begeistern. Kunden gewinnen.

Top Customer Experience:

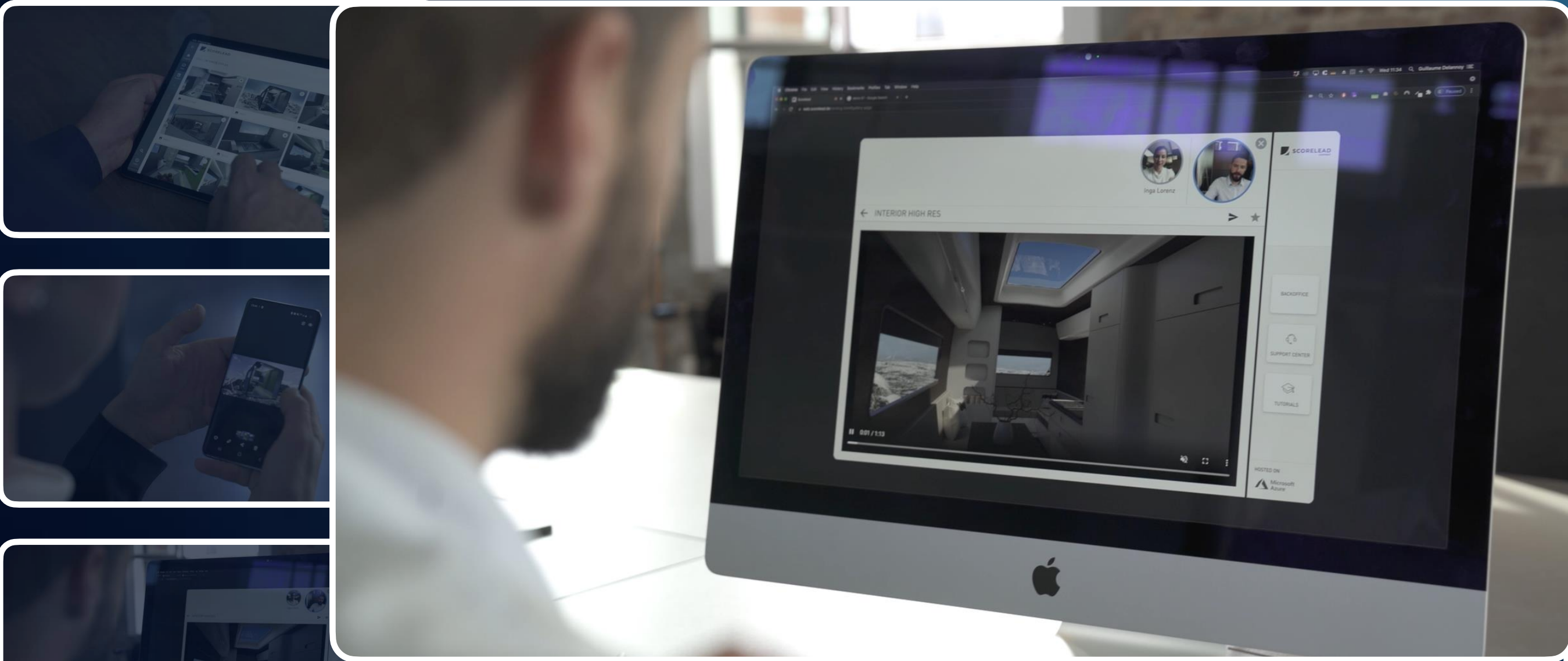


✔ Schnelle Follow-Ups und Reaktionen



# Menschen begeistern. Kunden gewinnen.

Top Customer Experience:

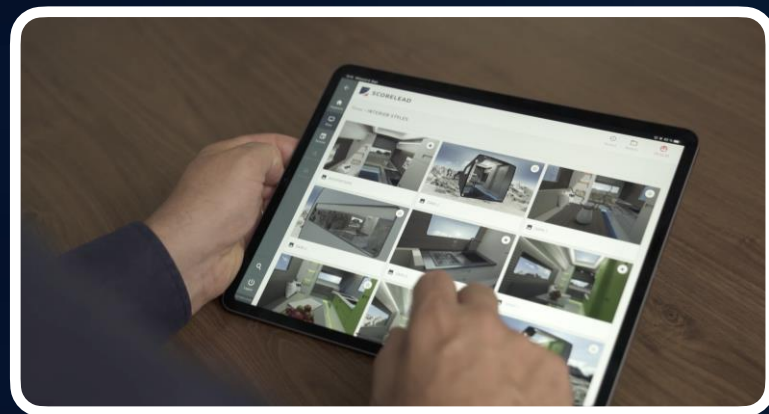


Brillantes und informiertes Auftreten - beim Kunden, auf der Messe und online

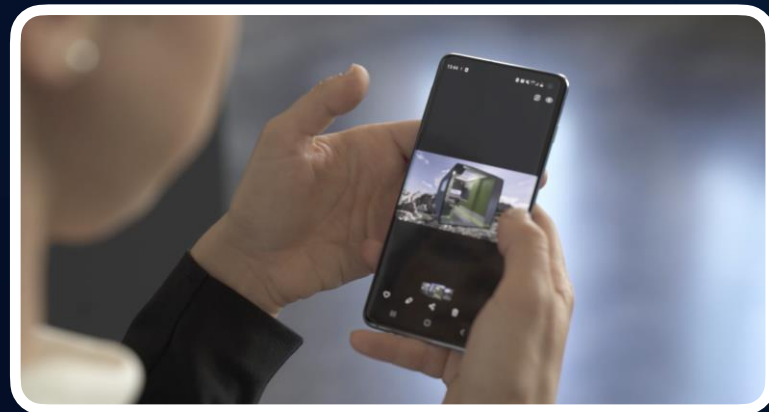


# Menschen begeistern. Kunden gewinnen.

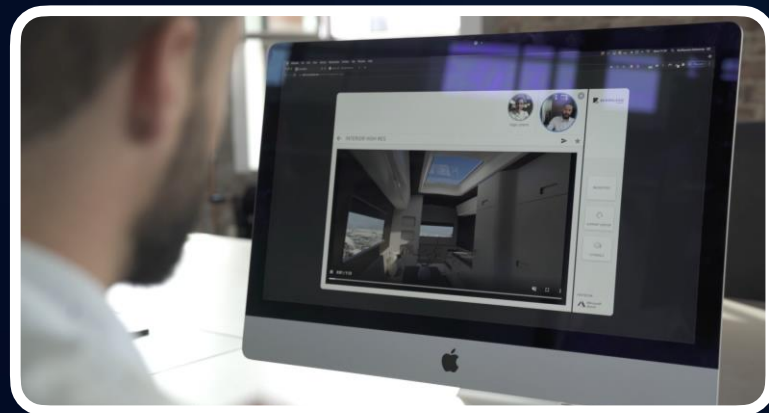
Top Customer Experience:



✓ Individuelle Informationen



✓ Schnelle Follow-Ups und Reaktionen

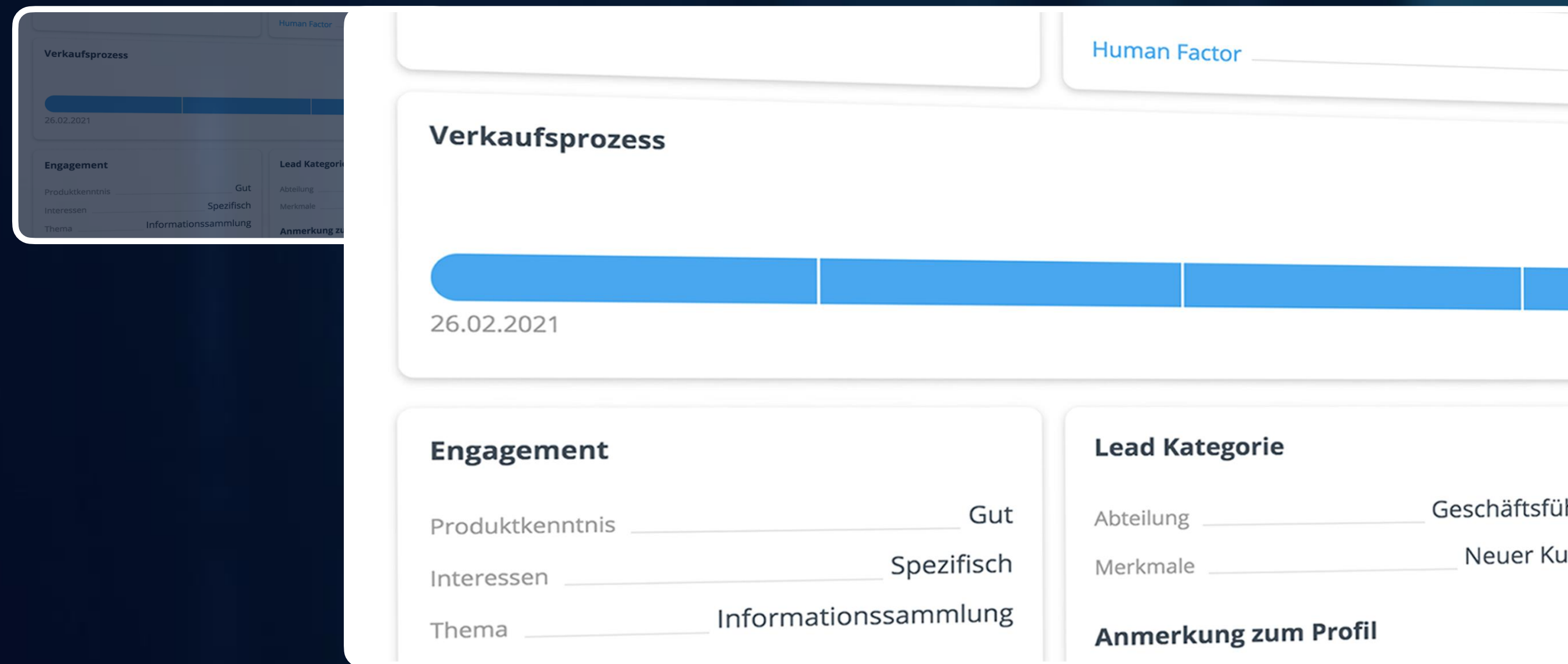


✓ Brillantes und informiertes Auftreten -  
beim Kunden, auf der Messe und online

**Ergebnis:  
Glückliche  
Kunden, gute  
Geschäfte**

# Workflows optimieren. Produktivität erhöhen.

Top Team Workflow:



The image shows a screenshot of a CRM interface. On the left, there is a smaller, semi-transparent version of the same form. The main form is titled 'Verkaufsprozess' and includes a date '26.02.2021' and a blue progress bar. Below the progress bar, there are two columns of form fields. The left column is titled 'Engagement' and contains fields for 'Produktkenntnis' (with a dropdown set to 'Gut'), 'Interessen' (with a dropdown set to 'Spezifisch'), and 'Thema' (with a dropdown set to 'Informationssammlung'). The right column is titled 'Lead Kategorie' and contains fields for 'Abteilung' (with a dropdown set to 'Geschäftsfüh') and 'Merkmale' (with a dropdown set to 'Neuer Kun'). At the bottom of the right column is a field for 'Anmerkung zum Profil'. The text 'Human Factor' is visible in the top right corner of the form area.

...kt ins CRM

✔ Automatische Meeting-Reports direkt ins CRM



# Workflows optimieren. Produktivität erhöhen.

Top Team Workflow:

The screenshot displays a CRM lead profile interface. On the left, there are several filter panels: 'Engagement' (with 'Regelmäßig' selected), 'Lead Kategorie' (with 'Marketing' selected), 'Informationssammlung' (with 'Neuer Kunde' selected), and 'Human Factor' (with 'Persönlichkeitstyp' selected). The main profile area shows 'Lead Kategorie' with 'Marketing' and 'Neuer Kunde' selected, and 'Profil Notizen' containing a note about interest in TX 180. On the right, there is a section for 'Engagement' showing 'Mit dem Lead verbrachte Zeit: 00:00:14' and a meeting record 'Meeting 01 - 2021 Feb. 16 - 00:00:14' with associated images.

Weg ins CRM

Klicks

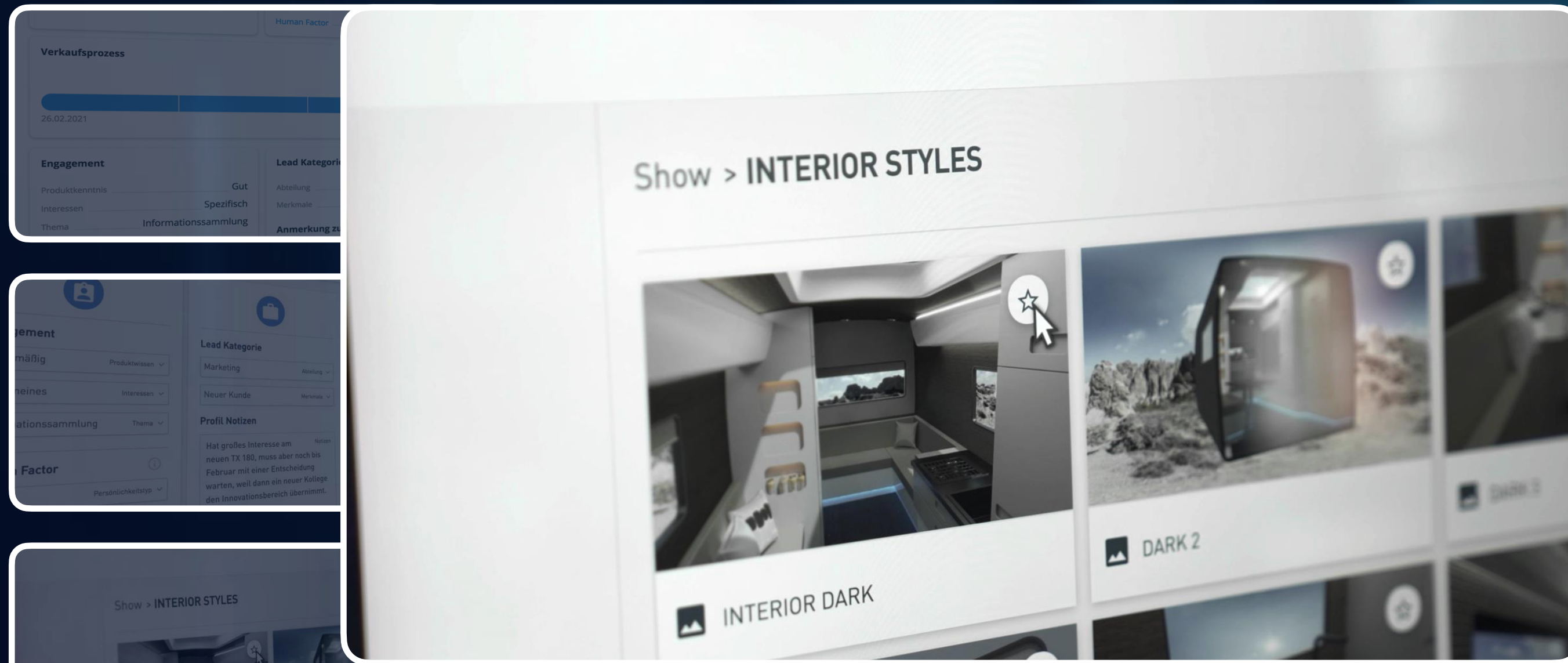
✔ Lead-Qualifizierung mit wenigen Klicks





# Workflows optimieren. Produktivität erhöhen.

Top Team Workflow:



kt ins CRM

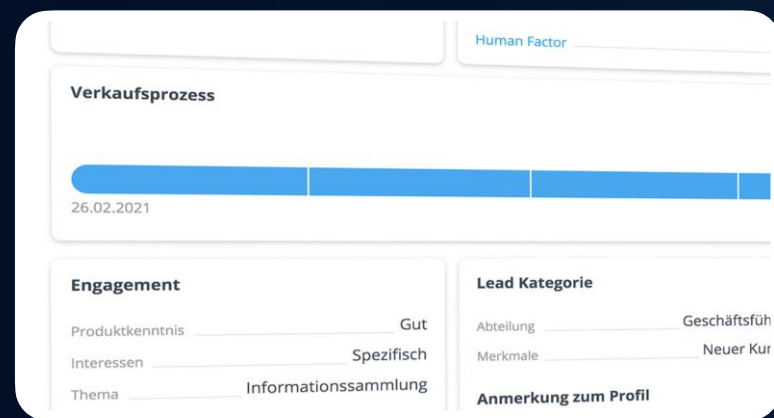
cks

- ✓ Individuelle Info-Pakete sofort
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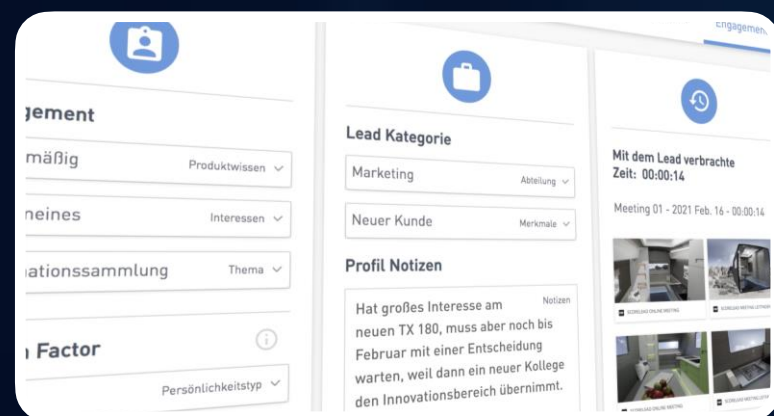


# Workflows optimieren. Produktivität erhöhen.

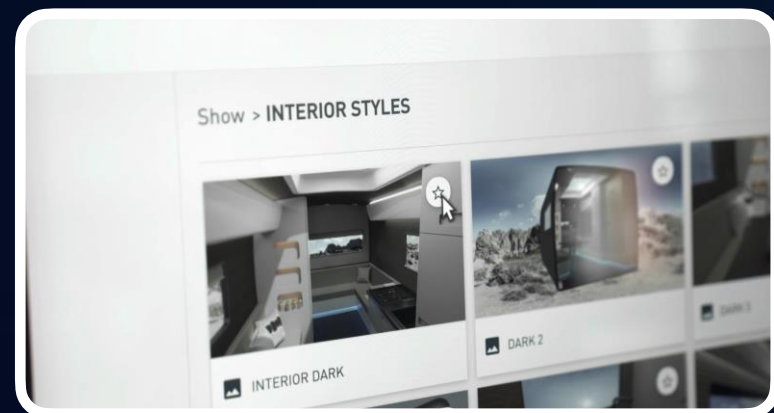
Top Team Workflow:



✔ Automatische Meeting-Reports direkt ins CRM



✔ Lead-Qualifizierung mit wenigen Klicks

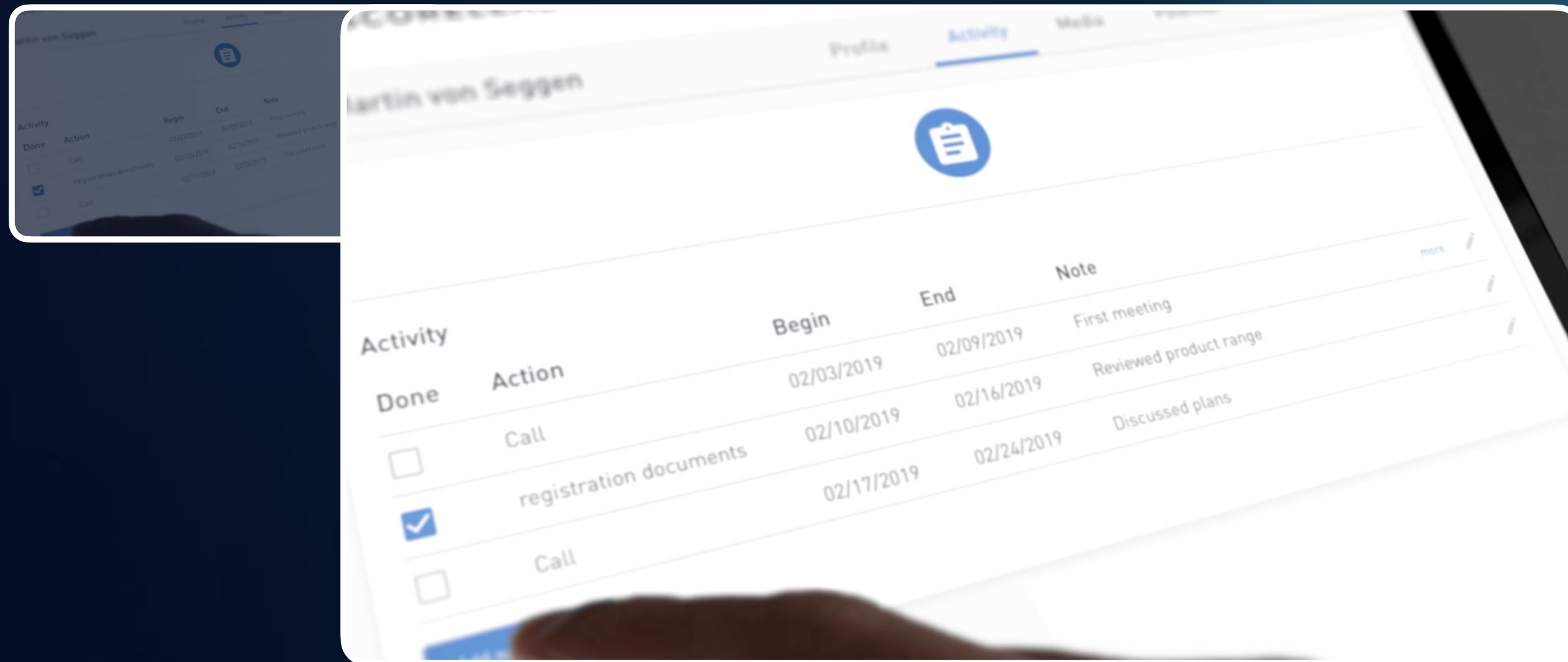


✔ Individuelle Info-Pakete sofort

**Ergebnis:  
Produktive  
Sales-Arbeit und  
mehr Zeit für  
eure Kunden**

# Daten verbessern. Fundierter entscheiden.

Top Management Experience:



The image shows a screenshot of a CRM system's activity log for a contact named 'Martin von Seggen'. The interface includes a header with 'Profile', 'Activity', and 'Media' tabs. Below the header is a table of activities with columns for 'Done', 'Action', 'Begin', 'End', and 'Note'. A blue checkmark icon is visible above the table. The table contains the following data:

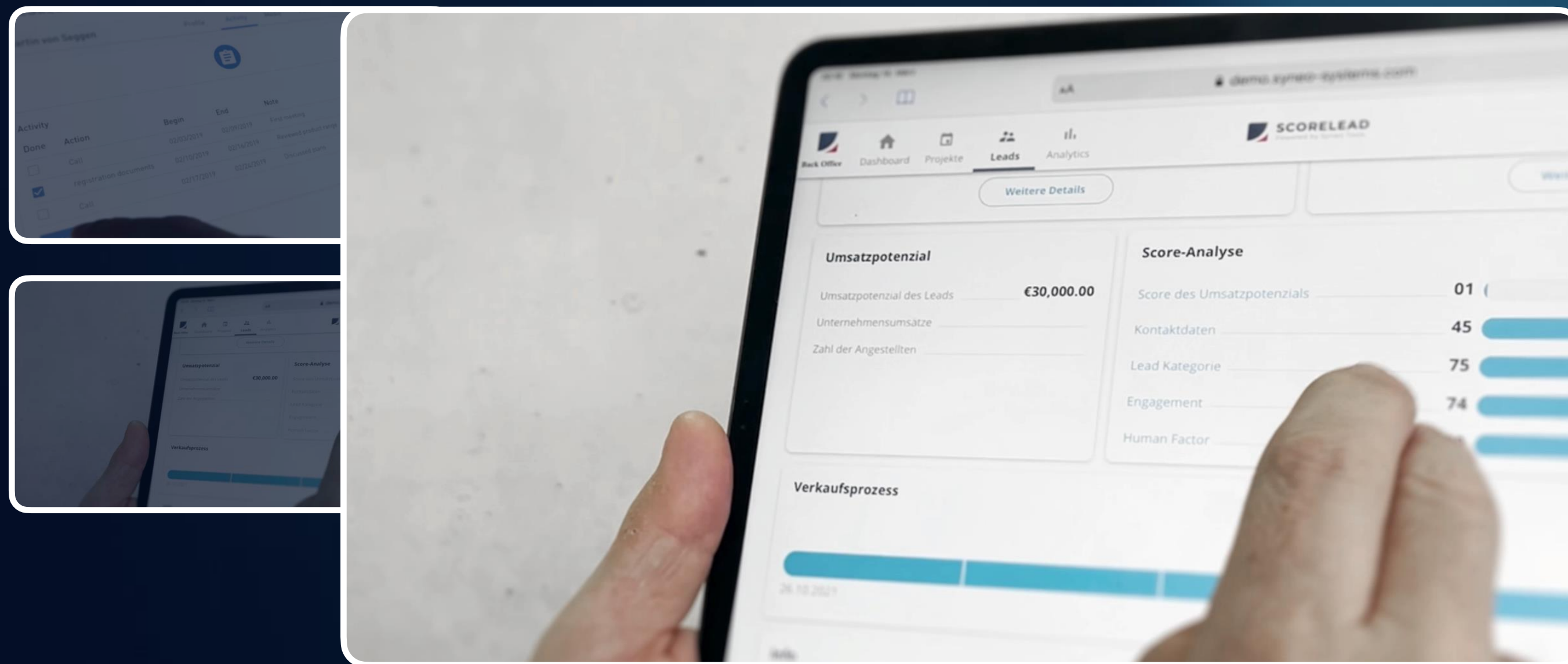
Done	Action	Begin	End	Note
<input type="checkbox"/>	Call	02/03/2019	02/09/2019	First meeting
<input checked="" type="checkbox"/>	registration documents	02/10/2019	02/16/2019	Reviewed product range
<input type="checkbox"/>	Call	02/17/2019	02/24/2019	Discussed plans

✔ Echtzeitdaten aus VK-Gesprächen



# Daten verbessern. Fundierter entscheiden.

Top Management Experience:

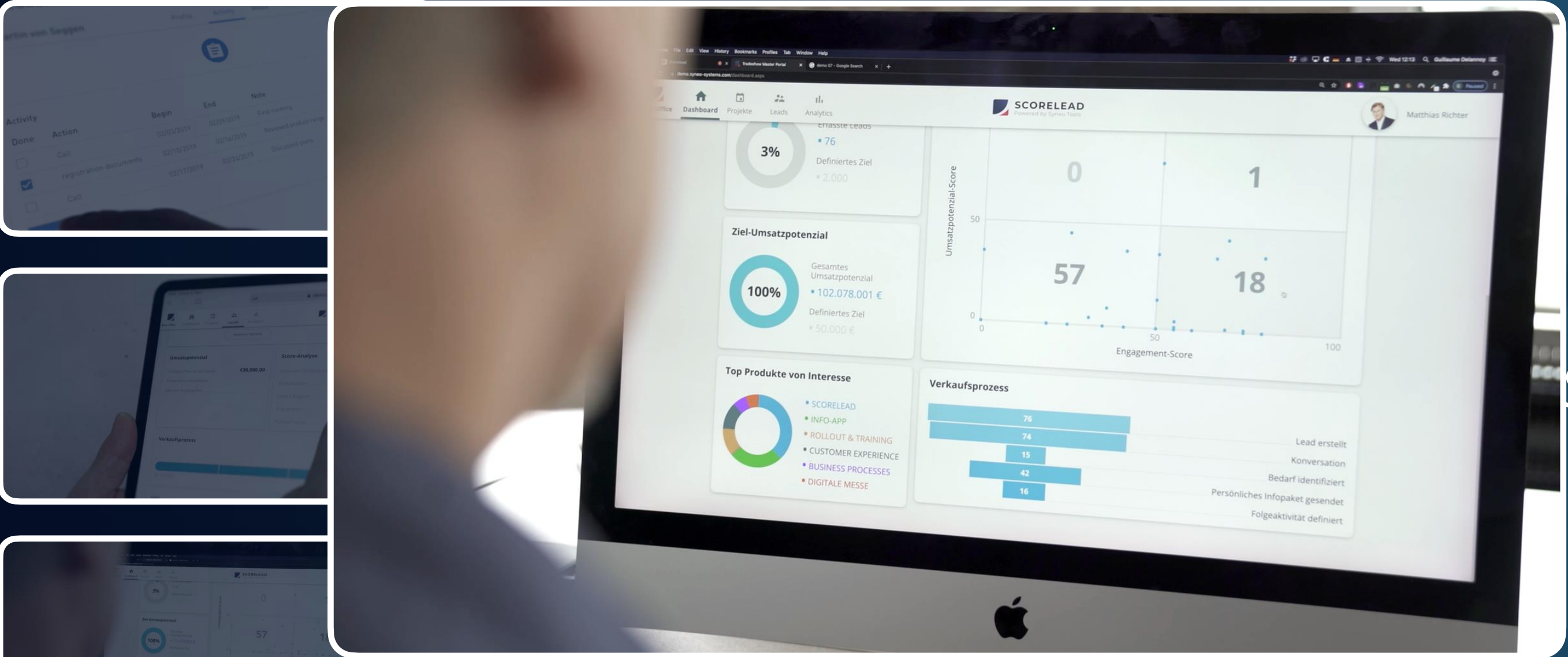


Scoring

✔ Optimierte Lead-Qualifizierung mit Scoring

# Daten verbessern. Fundierter entscheiden.

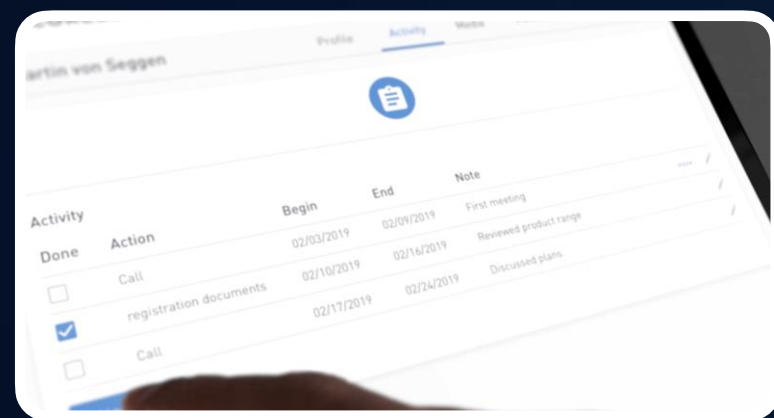
Top Management Experience:



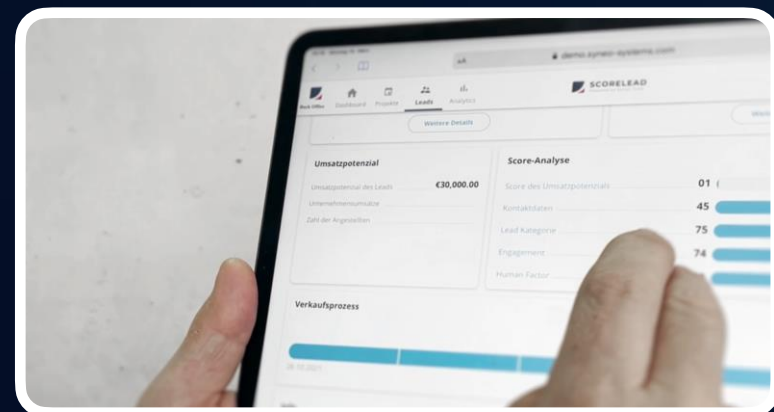
✓ Smarte Analyse-Tools  
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# Daten verbessern. Fundierter entscheiden.

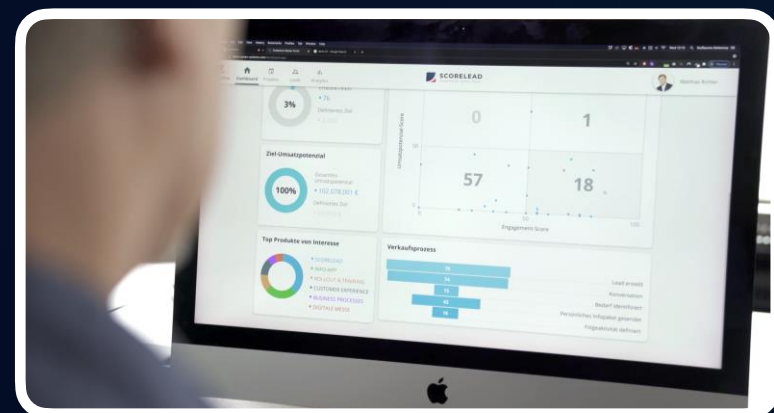
Top Management Experience:



- ✔ Echtzeitdaten aus VK-Gesprächen



- ✔ Optimierte Lead-Qualifizierung mit Scoring



- ✔ Smarte Analyse-Tools

Ergebnis:  
Bessere,  
daten-informierte  
Entscheidungen,  
mehr  
Verkaufserfolg



Mission erfüllt.



*smile*

