GIVE YOUR SALES TEAM THE TOOLS TO SUCCEED.
INTRODUCING THE APP THAT PUTS SPREADSHEETS IN THEIR PLACE.

Sales Analytics is the first app of its kind built by Salesforce for Sales Cloud customers. It delivers interactive, historical analytics into pipeline and performance that will supercharge any sales team. Here’s how:

YOUR TEAM ON SPreadsheets

A 61% of people are concerned about inconsistent information across spreadsheets, so they’re stuck waiting.

B 60% say analytics in Excel often requires multiple iterations, so they’re repeating work.

C 55% say updating figures in Excel doesn’t fix source data, so mistakes linger.

D 53% say it’s not easy to drill down and analyze sales figures on their own, so they’re in the dark.

E 51% rely on others to build and generate reports, so they’re stuck waiting.

YOUR TEAM ON SALES ANALYTICS

Sales Analytics is ready to go.

With easy, intuitive dashboards, it delivers historical analysis and pipeline trending, so you can quickly track changes and movements.

Sales execs can use best practice templates and KPIs to understand the business and pivot strategy.

Sales reps can track their own activities and benchmark against top performers to find white space and prioritize the right opportunities.

Sales managers can use pipeline trending and historical analysis to accelerate key deals and coach the best team.

Sales ops can customize dashboards to deliver consistency across the business and better operational support.

Sales execs become fountains of insight.

Sales managers become difference makers.

Sales reps become action heroes.

Sales ops become pillars of strength.

WHY DOES IT WORK?

1) Sales Analytics is ready to go.

With easy, intuitive dashboards, it delivers historical analysis and pipeline trending, so you can quickly track changes and movements.

2) It makes data actionable.

Now you can pivot straight from answers to action, right within the app. And built-in collaboration makes it easy to share insights.

3) It connects to Sales Cloud data.

Dashboards are automatically populated with Sales Cloud data and can be embedded anywhere in Salesforce. Security and permissions are extended from Salesforce.

Visit salesforce.com/analytics to find out how Sales Analytics will change the way your company finds answers and takes action.

THE PLACE TO GO FOR MORE INFORMATION ON SALES ANALYTICS

Visit salesforce.com/analytics to find out how Sales Analytics will change the way your company finds answers and takes action.