

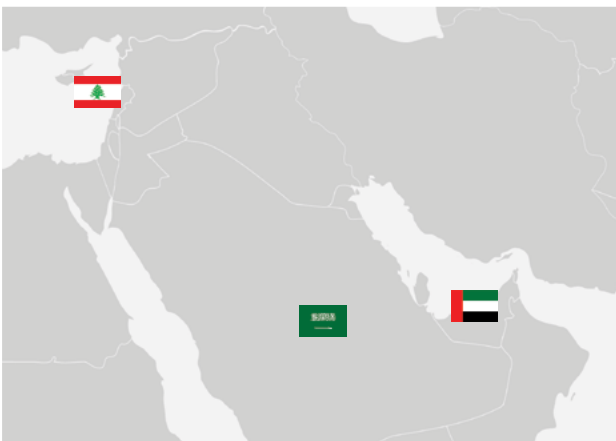
# SALES MANAGEMENT

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## CONTACT US



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### BRANCHES

-  Lebanon
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## OVERVIEW

Sales Management module is designed to automate your organization's sales services by handling your sales from the quotation to the invoice. The system also maintains extensive customer information from the agreements, invoices, orders and more that facilitate creation of annual sales forecast. The Sales Management System helps your organization increase revenues and profit, reduce operating costs and improve productivity.

## GENERAL FEATURES

Web Based through secure connection using SSL protocol	Export all reports to Excel file
Multi-Language: Arabic, English & Others	Multi-Company, Multi-Branches and Multi-Currency
Documents Archiving	User Friendly

## SALES MANAGEMENT SYSTEM FEATURES

- Ability to request a quotation with all the information needed in addition to the shipment, payment, and packaging information.
- Ability to easily search and import materials from your purchases orders to your sales quotation.
- Ability to send orders and invoices to clients by email.
- Streamline the quotation with the material category and product's specifications.
- Monitoring invoices and tracking the delivery of sold goods.
- Providing critical information for the Annual Sales Forecast to improve your future sales decision.
- Segmenting Geographical Areas: clients in a specific area are grouped under the responsibility of one or group of employees. Segmentation can be done by clients, material category and product category. This configuration is reflected to the XRM (module Relationship Management).
- Reporting transactions can be done according to the filters narrowing your searched report and making it more specific (date, country, materials...).
- Tracking Orders and Invoices: to track each invoice from which order it is generated.
- The ability to view the number of orders that have been generated from a specific quotation.
- Comparing Transactions: viewing details of materials, source of sale, quantity sold, ordered and invoiced.
- The ability to filter invoices by type, payment methods, clients, warehouse...
- Capacity of Tracking Materials' Movement: most and least sold material.
- Comparing the Sold Materials' Prices: highest and lowest price by client.
- Evaluating the performance of the salesman.
- The Module can be linked to Accounting, XRM and Manufacturing Modules in ATMIT Enterprise.
- The module is fully automated for the contracting businesses.



## MAIN FEATURES

Annual Sales forecast



Flexibility in prices and discounts



Multi-Packaging Ways,  
Multi-Shipment Ways  
Multi-Payment methods



Export orders and quotations to PDF or Excel file for easy sharing



Ability to send orders and invoices to the client by email



Complete tracking of sales order processing cycle



Fully automated for contracting project (advanced payment/retention amount management)



CRM integration

