

Dynamics CRM for Hotels is dedicated to sales management for B2B customers.

Manage your sales activities in a flash!

Customer challenges

- Difficulties in tracking relations with customers as well as problematic tracing of contact persons and scheduled activities.
- Lack of information about rooms in case of nights sales pipeline.
- Missing information associated with sales stages.
- Lack of information about the proposed price to the customer and how the offer was negotiated.
- The necessity of repeated copying and pasting data between documents – the redundant work where people tend to make many mistakes.

Our Solution

- Customer 360 View allows getting information about the customer in one place such as scheduled activities, sales in progress, agreements.
- Make seller's work easier through predefined offer templates, auto synchronization contacts, and Outlook-to-CRM activities synchronization.
- Personal dashboards that help you to see and understand the business situation.
- Easy to develop and configure what allows you to support your individual processes and needs.

Outcome

- Similar and easy-to-adapt interface, know from other Microsoft application such as Outlook, Word, Excel etc.
- An application that is ready to support other departments in your company such as Marketing and Customer Service.

