Leadingpoint

Experience the Power of Seamless Sales Channel Management with SalesPoint

Innovative software solutions customized to the diverse needs of Telecom operators are the lifeblood of the telecom industry. For Telcos struggling with the complexities of managing diverse sales channels seamlessly, Leading Point's cutting-edge **SalesPoint** solution should be on their radar. This comprehensive, yet easy-to-deploy, solution will manage, monitor, and control direct and in-direct sales channels effortlessly— even across different territories!

SalesPoint At a Glance

API-powered and user-friendly, **SalesPoint** offers a comprehensive solution to telecom operators seeking to simplify and enhance their sales operations.

Free up time so sales teams can focus on what they're best at—driving sales. **SalesPoint's** advanced Sales and Distribution (S&D) optimizes the sales team's workflow through smart automation, letting Telcos focus on their core business objectives.

Empower sales teams with actionable insights through real-time analytics, all presented in a simple, easy-to-digest format.

Enjoy real-time access to data and KPIs across sales channels, all efficiently collated and presented through **SalesPoint's** platform. Decision-making becomes near-effortless.

Custom-tailored to the unique environment and diverse business requirements of each telecom operator, **SalesPoint** can be easily adapted to operator's unique business needs.

Business Challenges in the Telecom Space: How SalesPoint Works for You

Today's telecom operators face many obstacles in ensuring optimum operational efficiency and growth potential. Often, these hurdles manifest through inflexible systems ill-equipped to adapt to ever-shifting market dynamics. Leading Point is proud to offer pioneering solutions specially tailored to the evolving dynamics of the telecom industry.

Do these pain points sound familiar?

Monitoring Field Team Activities: Tracking and evaluating the activities and performance of field teams is essential, but Telcos lack a central solution to manage this.

Real-time Regional Insights: Operators often lack immediate, easy-to-interpret insight into performance degradation in specific sales regions.

Limited Visibility on Dealers and Distributors: There is a need for greater awareness of activities within indirect sales channels and among distributors.

Complex S&D Visit Planning: The arduous task of arranging and planning visits to dealers and distributors poses a significant challenge to your operator in terms of coordination and management.

Commission Calculation and Management: Commission structure is a dynamic, changing, and above all complex business field. Telcos need a better way to handle commission payout than clumsy, time-consuming manual calculations.

SalesPoint will address all these issues– and more– in one accessible, yet infinitely powerful platform.

Who is **SalesPoint** Designed For?

This innovative, simple, platform is specially designed to meet the needs and challenges of Chief Sales Officers, Chief Marketing Officers, and sales teams in the telecom space. It is ideal for direct sales and enterprise teams as well as dealers and distributors through indirect sales channels.

What Does SalesPoint Do?

Telecom operators using the **SalesPoint** platform can look forward to:

1. Dynamically creating, managing, and overseeing both direct and indirect sales channels through **SalesPoint's** flexible tools. They can easily create and manage sales team member roles so the operator can quickly adapt to changing market conditions and customer preferences. With features for overseeing both direct and indirect sales channels, Telcos can more effectively manage their sales strategies and distribution networks.

2. Enhanced sales channel territory management through **SalesPoint's** advanced territory management capabilities. Optimize sales territories for maximum efficiency and coverage. By leveraging geographic data and customer insights, Telcos can allocate resources effectively and target their sales efforts more precisely

3 Streamlined commission management and calculation, coupled with straightforward campaign oversight. Regardless of complexity, **SalesPoint** guarantees accurate commission calculation, giving operators instant and precise rewards for their sales team's efforts. Implement promotional tactics and offerings easily through a central source.

4 With **SalesPoint**, Telcos can enjoy immediate insight into their sales operations, allowing them to monitor performance and progress and pinpoint areas in need of enhancement. With greater control over sales activities, enterprises can better guarantee their compliance with internal policies, procedures, and regulatory standards.

5 Enjoy painless performance analytics for more informed decision-making: **SalesPoint** offers powerful analytics features, allowing companies to scrutinize sales performance metrics and get invaluable insight into their overall operations. Empowered with data-driven insights, Telcos can make knowledgeable decisions, detect patterns, and refine their sales strategies confidently.

6 Optimized custom order processing: With **SalesPoint,** Telcos can streamline their order processing procedures by automating repetitive tasks— and minimize manual errors, too! Through the digitization of order management processes and seamless integration with existing systems, Telcos can expedite order fulfillment with enhanced accuracy.

7 Put channel member monitoring to work more efficiently. **SalesPoint** incorporates communication tracking capabilities, empowering operators to better monitor their sales member interactions, inquiries, and feedback. With detailed records of all communications, they can ensure timely follow-ups, promptly address sales agents' concerns, and deliver exceptional service every time.

How SalesPoint Benefits Telecom Operators

How can Telcos know if **SalesPoint** is right for their needs? Here are just a few of the key benefits SalesPoint brings to the table for telecom operators:

- ✅ **Simplified Dealer Onboarding:** In just a few clicks, they will be fully integrated into sales networks.
- ✅ **Efficient Inventory Management:** Enhance inventory management efficiency, particularly within indirect sales channels, allowing Telcos to effectively handle inventory and meet consumer demand— all while optimizing available resources, too.
- ✅ **Expanded Market Reach:** With sophisticated sales tools and strategies to leverage, SalesPoint lets Telcos access previously untapped customer segments and geographical regions.
- ✅ **Fraud Risk Prevention:** With **SalesPoint's** platform, Telcos can also proactively prevent fraud risks through robust definitions for sales processes, activities, and measures. **SalesPoint** ensures the integrity of every sales transaction, minimizing the potential for fraud and safeguarding the trust and credibility of operators.
- ✅ **Enhanced Customer Acquisition: SalesPoint** lets Telcos streamline their customer acquisition processes while ensuring strict compliance with regulatory standards. Onboard new customers easily with advanced optical character recognition (OCR) document scanning technology for effortless document verification. Enjoy accelerated customer approvals and an optimized onboarding experience.

Get Started with SalesPoint Today

Telcos ready to embrace everything **SalesPoint's** platform has to offer their business can reach out to Leading Point's team today. Leading Point's helpful, experienced consultants will help design the perfect solution for any Telco business' needs.

Explore SalesPoint in More Depth

Curious to know more about **SalesPoint's** immense functionality? Here's an overview of some key **SalesPoint** modules that are ready to work for smart Telco operators.

SalesPoint's Mobile App

Enjoy streamlined customer onboarding and post-sales activities with this digital solution, including:

- Easy integration with third-party services and built-in options for customer verification, OCR scanning, and payment processing.
- A dynamic interface tailored to different user roles and preferences.
- Revolutionized dealer visit planning and sales performance tracking, providing intuitive tools for optimizing dealer interactions. From efficient visit scheduling to detailed performance analytics, **SalesPoint** empowers sales and distribution teams to foster growth and enhance dealer relationships.
- Comprehensive real-time stock management and level monitoring across all channels
- Access to commission reports and dashboards.
- Send communication and broadcasting notifications across sales channels.
- Create and access training materials such as user manuals and videos for dealers.

- Cross-Platform Availability: **SalesPoint** offers cross-platform availability. It is developed to work on multiple mobile operating systems, such as Android and iOS.
- Comprehensive real-time stock management and level monitoring across avll channels.
- POS & EVD machines Combinability:

    SalesPoint ensures full compatibility with the Point of Sale (POS) and Electronic Voucher Distribution (EVD) machines.
- KYC Devices Integration: With this integration capability with fingerprint, ID card reader, and similar KYC devices, **SalesPoint** can automate entire KYC processes for identity verification.
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- KYC Devices Integration: With this integration capability with fingerprint, ID card reader, and similar KYC devices, SalesPoint can automate entire KYC processes for identity verification.
- Advanced Authentication Mechanisms: **SalesPoint** app implements a set of security mechanisms, such as multi-factor authentication, data encryption, and biometric authentication to eliminate fraud and increase data protection.

Sales Team Management

Effectively oversee and dynamically create, control, and monitor entire sales team hierarchies, including distributors, partners, dealers, and both direct and indirect sales employees through:

- Streamlined order processing, workflows, performance tracking, and communication within sales teams.
- Comprehensive stock management capabilities for sales, purchasing, and inventory, with seamless synchronization with existing ERP systems.
- Efficient visit and route management for sales personnel based on criteria each Telco sets, including stock level, optimized fuel consumption, or dealer type.
- Centralized notification management systems, ensuring the delivery of targeted campaign notifications.
- Real-time monitoring of stock depletion and inventory levels to ensure timely replenishment.
- A web-based portal offers custom-set security roles, ensuring data security and access controll

• The Commissions Engine

- Commissions are a massive motivator for sales teams. They want to know their hard efforts on behalf of their Telco company will be rewarded. SalesPoint makes that effortless through:

- Seamless commissioning experiences.

8 Effortless integration with third-party systems: **SalesPoint** seamlessly integrates with existing BSS Systems, enabling Telcos to better leverage their current infrastructure and data assets. By eliminating silos and promoting collaboration across departments, Telcos can improve data consistency and proficiency, streamline workflows, and enhance overall operational efficiency.

9 Improved dealer and distributor visit management through scheduling tools, appointment tracking, and efficient resource management. Boost productivity, minimize costs, and elevate the overall performance of sales teams in one simple package.

10 Effective tracking and management of stock levels and distribution through **SalesPoint's** virtual warehousing functionality. With real-time visibility into inventory levels, movements, and distribution channels, Telcos can optimize supply chain operations, minimize stockouts, and improve their overall inventory management process.

11 Enjoy the power of e-Reload functionality. Allow dealers to effortlessly complete recharges and top-ups through cashless transactions, using e-wallets for payment processing. This eliminates the need for physical currency exchange and provides a smoother experience for all parties.

- Efficient management of even the most complex commission processing through a flexible schema builder and features such as instant commissioning. These schemas can be based on geographical targets, periodic targets, product-specific targets, or customer actions as needed.
- Instant commission payout incentivizes dealers and outlet agents to drive performance and meet sales targets effectively.
- Instant payment methods, offering flexibility through bank transfers or integration with telecom wallets and other customized payout channels.

- **Recharge System**
- **SalesPoint's** recharge system offers a complete solution for seamlessly managing financial transactions between telecom operators, dealers, and distributors through voucher and e-Top Up management and simplified commission payment processing.

- Enjoy seamless financial transactions, and allow dealers to perform recharges and top-ups electronically.
- Support cashless transactions through e-wallets for payment processing, eliminating the need for physical currency exchange.
- Provide dealers with an intuitive interface to effortlessly complete recharges and top-ups for customers.
- Use integration with e-wallet platforms for secure and efficient commission payment processing.
- Multi-Operator Voucher Source: With its versatile sales capabilities, **SalesPoint** app goes beyond traditional direct sales functionalities as it enables the sales channel personnel to sell third-party services and vouchers, such as Apple and PlayStation vouchers. .

- eVoucher Management: Enable the generation and distribution of PIN vouchers via printing or SMS, allowing customers to conveniently access recharge options anytime, anywhere.

Customer Order Management

Keeping customers happy is an essential part of the SalesPoint experience. Through this novel platform, Telcos can:

- Expedite order fulfillment through an intuitive interface, ensuring quick and precise order entry.
- Gain access to comprehensive customer profiles, providing a 360-degree view of their history, preferences, and interactions with the company.
- Implement a meticulous quality check workflow to ensure adherence to sales orders and customer document standards, as per country regulations.
- Customize workflows to align with the unique business processes in the dynamic telecom space.
- Stay informed with automated alerts for critical order milestones, ensuring Telcos can take swift action and prevent delays.

For Telcos looking for an easy-to-deploy, simple, and intuitive one-stop solution to their sales team's needs, look no further than **SalesPoint**. It's time to revolutionize how sales team management is approached-- and Leading Point's team is ready and waiting to help Telcos kick start their sales transformation today.

CONTACT US

Contact Our Team of Experts

For more information about our services and solutions or to reach out to us with any queries that you may have, please get in touch.

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