

Sales Lead Manager Portal

Track Your Opportunities



INTRODUCTION

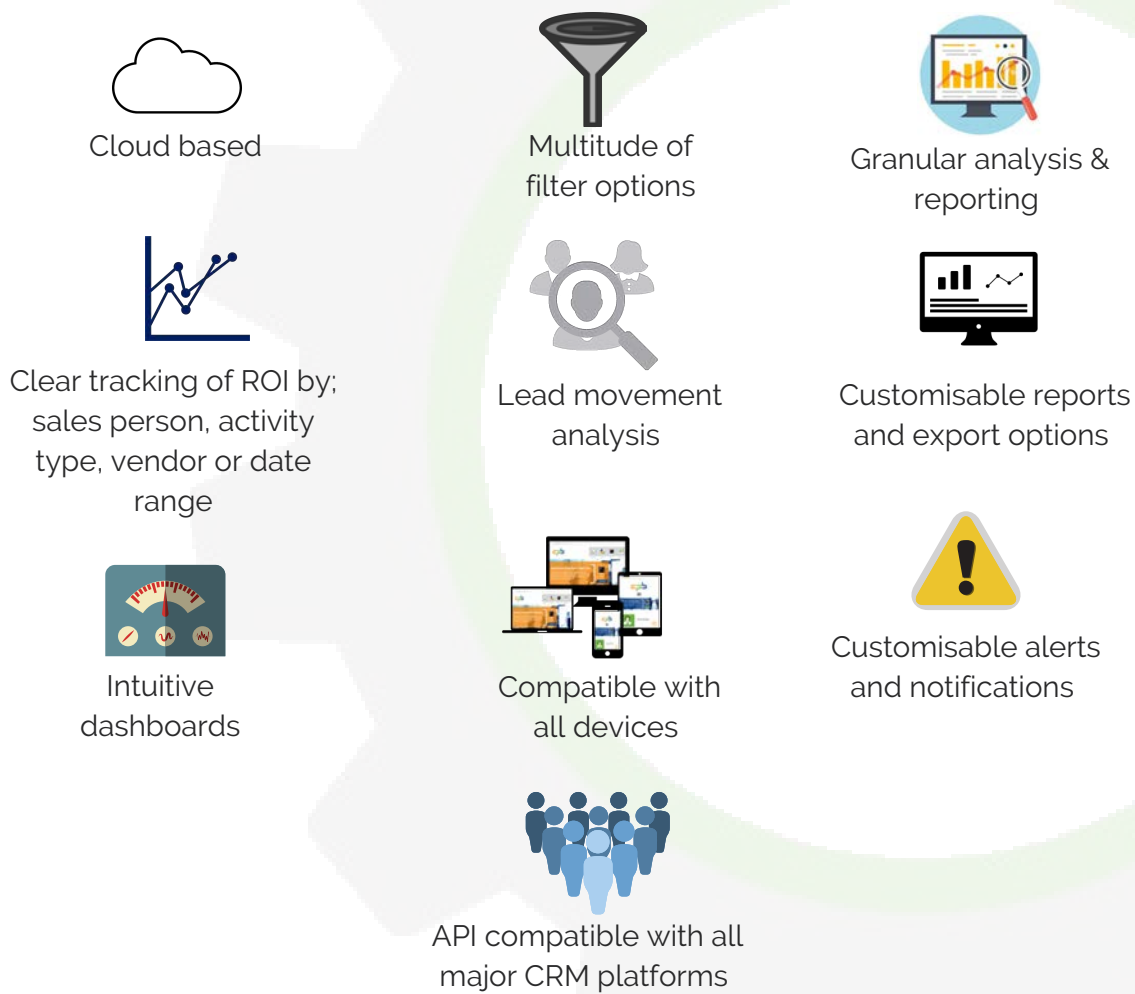
Feeding the sales team with new sales opportunities from marketing activity is an ongoing task for most companies. With emphasis and plentiful effort put into designing compelling marketing programmes, events, webinars and demand generation campaigns; sales leads can surface from a multitude of different channels. The result? A happy sales team!

But, consider the flip side for the marketing department, managing the flow of leads, tracking the source, ensuring streamlined follow up and most importantly measuring ROI, can often be a management headache.

The Sales Lead Manager portal is designed to follow each sales opportunity from generation to conversion. With granular visibility into sales team performance, a plethora of filter functionalities to track leads by individual team member, activity type or vendor, automatic alerts to encourage sales team commitment to lead follow up ... and much more!



FUNCTIONALITY



OUR PEDIGREE

Having worked in the IT industry for over 20 years, CPB is experienced in delivering marketing campaigns across a plethora of solutions, products and services in IT, network security and infrastructure.

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CPB ACCREDITATIONS

CPB is serious about what it does and ensures our people have the right level of IT/technical knowledge to act as brand ambassadors for your products.

CPB's agents undertake vendor sales accreditations to ensure they're up to speed with the latest innovations, portfolio developments and product USPs.

Our team has now obtained over 75 accreditations from 21 vendors.



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