

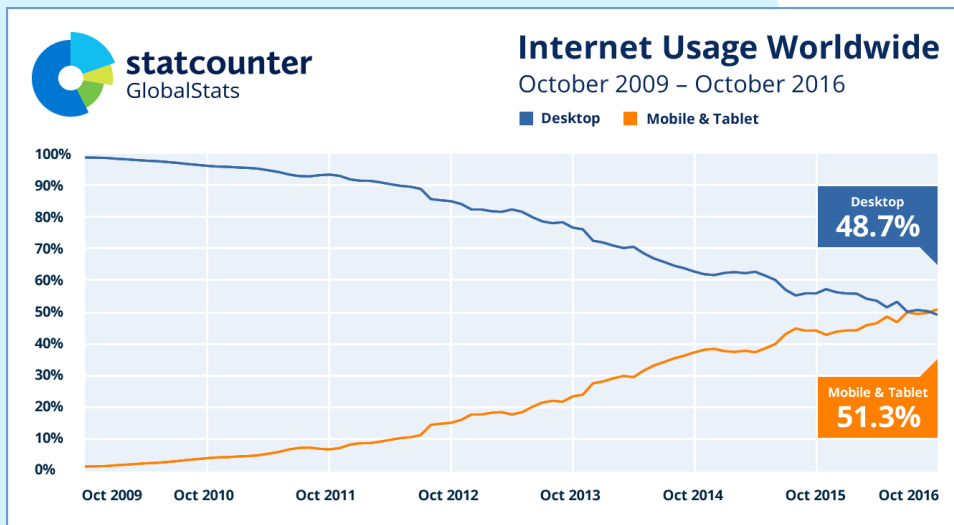
# Ready To Sell On The Go?



# Are You Ready to Sell On the Go?

Sales is all about closing deals and generating revenue. You don't accomplish this just by making calls and sending emails from the comfort of your desk. Sometimes, you have to travel.

While you're on the road, you'll need a CRM mobile application that is as powerful and intuitive as the desktop version. The mobile version allows you to get more done in less time, stay ahead of your work, and follow up with prospects to close more deals. A mobile CRM is not a downsized version of the desktop CRM. It's a more specialized and dedicated platform aimed at higher productivity. In the mobile version, you concentrate on what matters most.

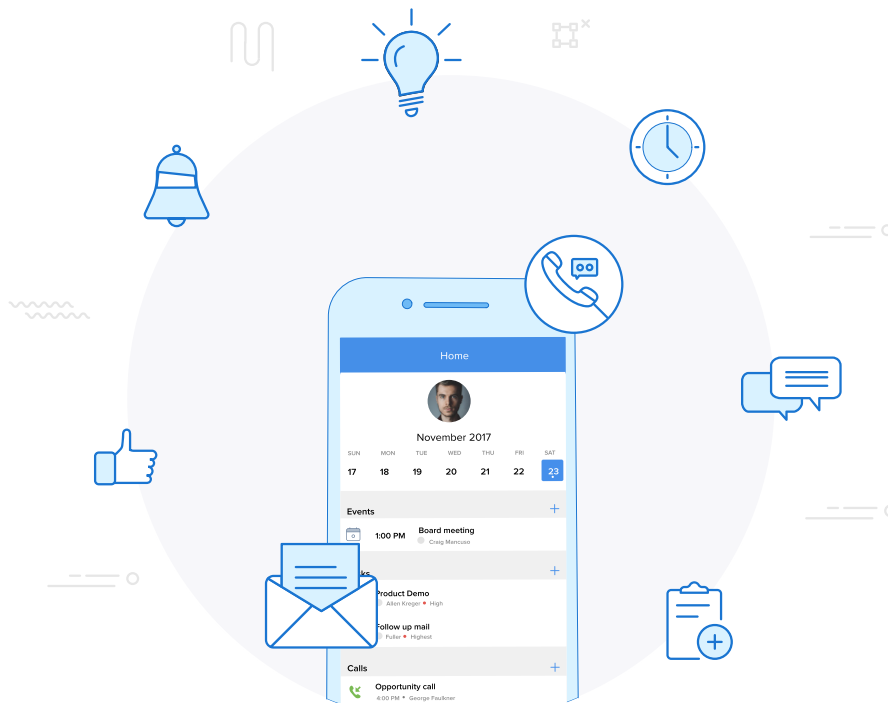


## Did you know?

Statistics show that 51.3% of internet usage is through mobile phones and tablets compared to 48.7% in desktops. This goes to show that using mobile versions of softwares and applications lead to much more productivity and efficiency.

**Source - Statcounter**

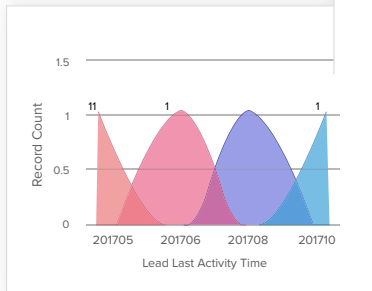
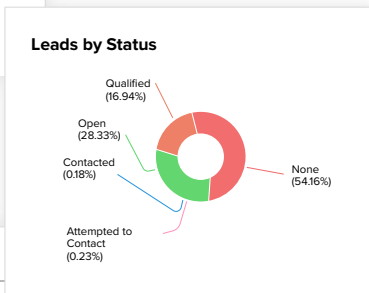
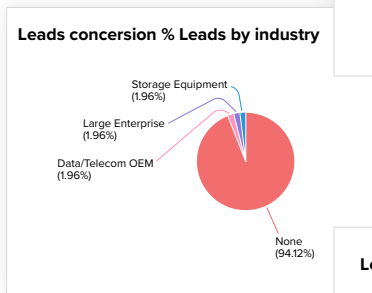
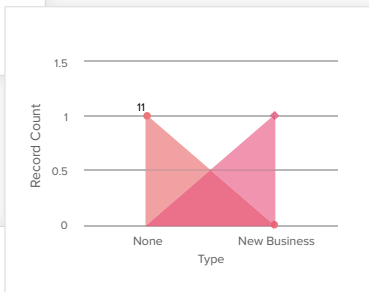
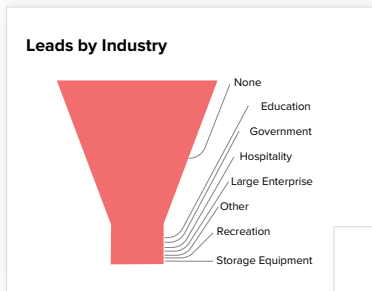
Here are six ways that you can use the Zoho CRM mobile app to empower your sales team when they're on the move.



## Plan smart.

You have to be able to access your schedule at a moment's notice. Firing up your laptop to find your calendar isn't practical when you're in the car or on foot on your way to meet a prospect. That's why we've made it easy for you to view and track your schedule right from the Zoho CRM mobile app.

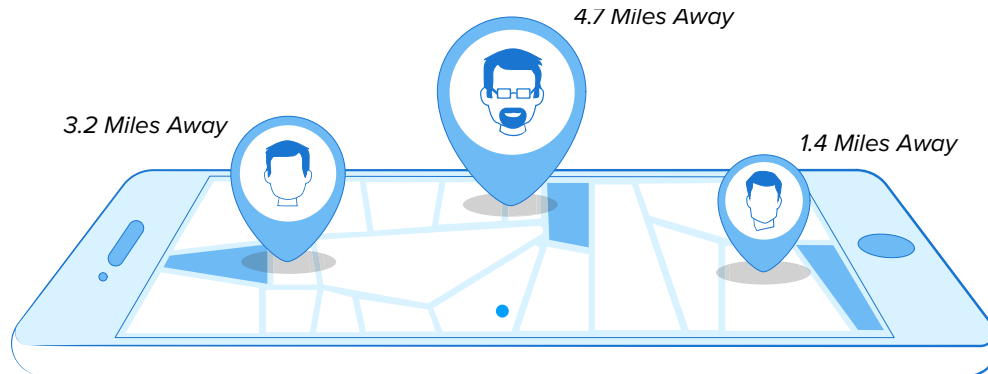
Add tasks, create events, invite participants, and schedule calls all from the Home screen. If you enable notifications, you'll receive reminders of calls, events, and tasks you have coming up.



# Visualize your key sales metrics.

Dashboards in the desktop version of Zoho CRM let you track trends in your sales, marketing, and support departments. See how many sales your team is making every month, glance at the deals you have in the pipeline, campaign success rates, and revenue generated per quarter.

You can access the same information in the mobile app. You can also use the mobile dashboard to classify your CRM information into separate dashboards based on Leads, Accounts, Contacts, Deals, Campaigns, Products, Inventory, Cases, and Solutions. Each one segregates information so you can quickly find what you need.



## Locate customers nearby.

The Map View in the Zoho CRM mobile app helps you find prospects near you, wherever you go. Easily locate leads, contacts, and accounts in your area, and schedule meetings while you're on your next business trip.


There is one more significant use for Map View. Find where your leads are located, to figure out the best time to contact them any time.



**Trade Show** ×

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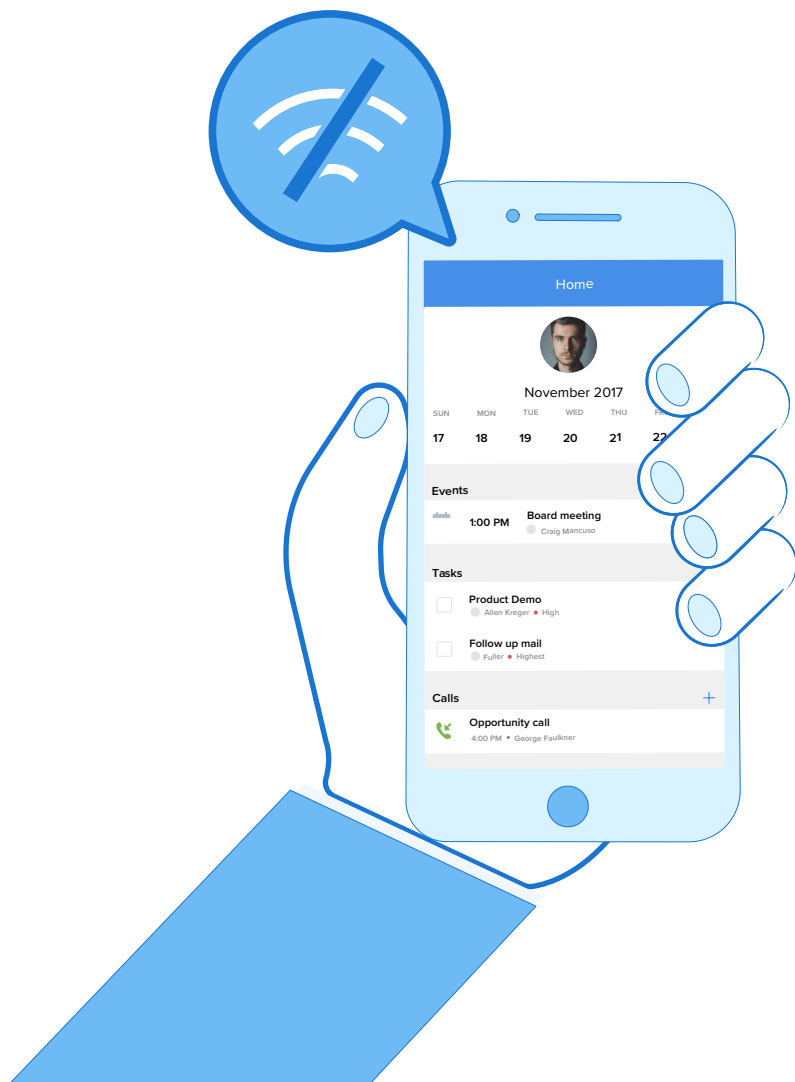
**Daniel Adams** >  
Lead

## Keep track of your meetings.

You meet customers on a daily basis, but recalling all of those meetings isn't always easy. With Zoho CRM, check-in at your customer's location to log all your visits and add more metrics to your reports. This will help managers improve their sales strategy by generating reports based on the number of meetings logged in a given period.

Track the number of customers and places a sales agent can visit per day, the total distance travelled by the agent, the total time taken to travel, etc.

Make things even easier by recording the information as a Voice Note, instead of typing it as text. You can download voice notes any time.



## Take work with you.

Who said you need to sit behind a desk to be productive? Stay connected anytime, anywhere with offline mode in the Zoho CRM mobile app. Update a note, log a call, complete a task, or add an event to your calendar, even when you don't have internet access.

All changes made in offline mode will be synced automatically as soon as you go back online.

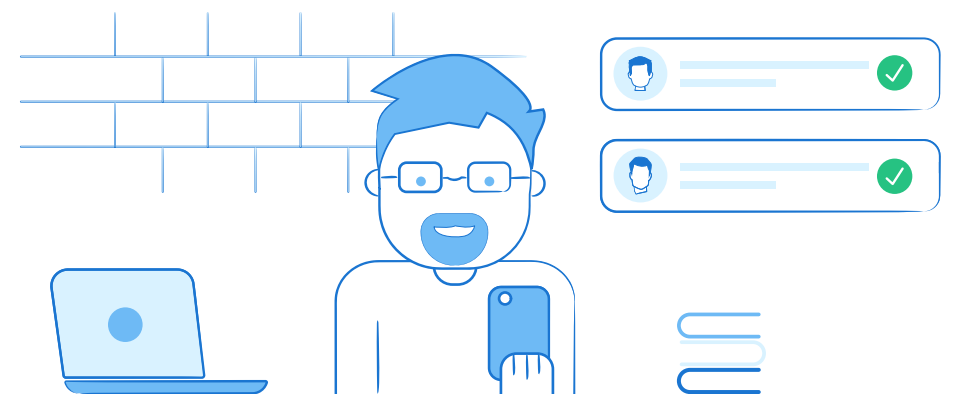




## Follow up with leads instantly.

Use the MailMagnet option so that you get notified instantly about important emails from leads and customers. MailMagnet scans your inbox and brings the emails from your prospects and customers to your attention.

Not only can you prioritise attention, you can also send emails, add notes or add follow-up tasks right away. You can do all tasks single-handedly, quite literally.



## Collaborate in real time.

You can't expect all your team members to be in one location when you have to make a collective decision. With feeds, keep everyone on the same page, and maximize your chances of winning a deal.

View the work done by the rest of your team, comment on it, and post a status to keep your team updated on your work.

As a sales rep, you can't be everywhere. And if you have a team of sales reps, they would be in different locations at different times. However, with the Zoho CRM mobile app, you and your team's CRM data can be centralized. Stay up-to-date on all your tasks and handle your work in a way you feel comfortable in, so that you increase your productivity.

# Take your CRM with you.

Get real-time updates, receive notifications, access to customer information, find your customers nearby and do much more. Get Zoho's Mobile CRM and start selling on the move.



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## Zoho CRM Resources

[www.zoho.com/crm/resources](http://www.zoho.com/crm/resources)

