

SuperSales

Empower your sales team to convert every opportunity into solid business





Product Vision



- ➤To develop a mobile based, cloud hosted sales force automation and sales management application, to meet the needs of various segments and verticals.
- ➤To boost productivity and performance of the sales force by cutting down time on wasteful activities like making reports, managing lead follow-ups, making proposals, creating sales orders / invoices, managing collections etc..., giving them maximum time in customer interactions.
- ➤To keep the sales people focused on target achievement by effective monitoring and empowering them with all information on their fingertips to close the sale.



SuperSales Modules

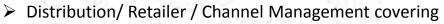


- Lead Capturing and Effective Follow ups, Funnel Management
- >Automatic Daily Sales Plan for Channel visits, lead/cold call followups, meetings
- Beat Route to optimise travel routes and sales planning
- Cold Calling Data Capture and Alerts
- Create and Submit Proposal from your mobile in a minute (from the leads)
- Sales Order creation and pending status
- Purchase Order creation and pending status
- Invoice Creation and Collection
- Daily Sales Report
- Key Account Management
- Sales Target Monitoring / Scoreboard



Key Functionalities for Salesperson

Big Bang Innovation



- Beat plan creation (upload bulk via excel or individual entry).
- Check in and checkout to each outlet/channel partner with GPS match of sales person mobile with outlet/channel GPS co-ordinates
- During first visit, to capture GPS of the outlet from the app with validation/ approval from admin.
- Click and upload geo-tagged and time stamped pictures of the store/ product display / merchandising of our products and competition
- Place sales order during the channel/outlet visit
- Update visit report covering outcome, next action etc.
- Capture product inventory at the outlet/ channel partner
- Input tertiary sales from the outlet since the last visit.
- Feedback report from the outlet/ channel partner covering key priority areas of the company.

Lead/Funnel and Proposal Management

- Capture all telephonic and field cold calling information.
- Capture leads in real time, get follow-up reminders.
- Auto Lead Allocation to a sales person by geography or product.
- Update lead interactions during meetings, telephonic calls or messaging.
- Get real time status on every lead and opportunity.
- Create proposals from lead and email to customer within a minute.

Sales Management

- Prepare a sales order or a sales invoice or a purchase order on the go.
- Manage pending sales orders / purchase orders and collections.
- See real time sales target vs actual performance achievement.
- Prepare daily report automatically based on above interactions.
- View all leads, orders, invoices, collection for any customer for last 24 months.
- Manage information related to key accounts like org structure, contact details of key persons, buying process, minutes of all meetings.



Application Setup

Launch Screen



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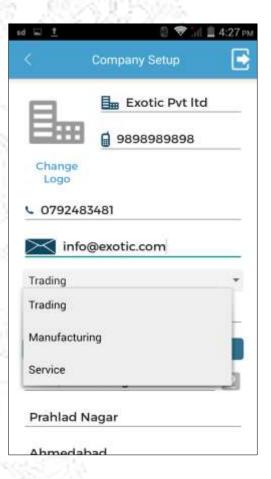
♥ ● ▼▲ = 4:18 Personal Information 🕦 Rajesh Patel 9408606878 9377742021 🖂 rajesh@gmail.com Permanent Address 0 A122, Anandnagar Rd **Prahlad Nagar** Ahmedabad 0 \triangleleft

New User Sign Up

♥ ① ▼⊿ ± 3:50 Welcome To **SuperSales 1** 9408606878 هر Forgot Password? DON'T HAVE AN ACCOUNT? SIGN UP 0 0

Login

Company Setup



Distributor / Retailer / Channel Management



Visit Plan/ Beat Route

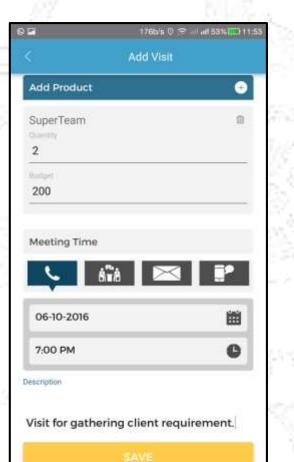
Upload Beat Plan via excel from backend or create from front end

Add Visit

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Customer De	ətails		Ň	
Add New Cu	stomer	•	1	
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Jayesh Seth		*		wary M
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SuperTeam Cuantity		۵	-5	
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Assign Visit

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kamlesh Mali		۲
Hitesh Shah		0
Avani Jain		0
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Assigned To: Not assig	ned vet	

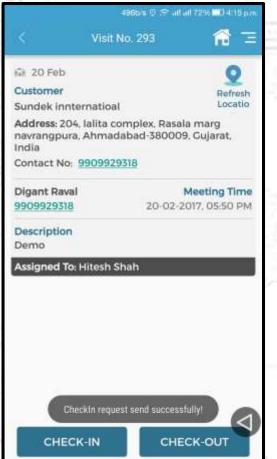


Channel Visit Check In/Out

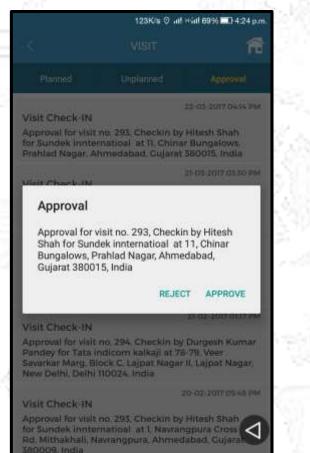
Daily Sales Plan

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Contact: Sa				
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Visit No: 293	5			
Customer: S	Sundek innternat	ioal		0
Contact: Dig	gant Raval			
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Customer: 5	Sayona Group		(+	
	Jaimin Bhai			
Next Action	Meeting		\triangleleft	1
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Check In



Address Approval For first visit to channel



Check Out

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	Visit No. 293	🔂 🖻
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	04. lalita complex. R ra. Ahmadabad-380	
Contact No	9909929318	
Digant Rav	al	Meeting Time
990992931	8 20-	02-2017, 05:50 PM
Description Demo	1	
Assigned T	o: Hitesh Shah	
Hitesh Shah		20-02-2017
Check-IN Tim	e: 05:48 PM	
Check-OUT T	ime: 05:48 PM	
Hitesh Shah		22-03-2017
Check-IN Tim	e: 04:14 PM	
Check-OUT T	ime:	
	CheckOut Successf	
CHE	ck-IN (

8



Update Channel Stock

Visit Options

< Visit No.	Edit Visit
0/ 20 Feb	Update Visit Status
Customer Sundek innternatioal	Reassign Visit
Address: 204, Ialita comp navrangpura, Ahmadaba ndia	Close Visit
Contact No: <u>9909929318</u>	Create Sales Order
Digant Raval	Add Tertiary
9909929318	Update Stock
Description Demo	Add Picture
Assigned To: Hitesh Shah	View Picture
	View Tertiary
	View Stock
	Feedback
CHECK-IN	CHECK-OUT

Update Stock

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View Stock

< View Stock	
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aparata aprendita anti-	21-03-2017
Product SuperShop	Quantity 350
Updated By: Avani Jain	21-03-2017
Product SuperTeam Updated By: Avani Jain	Quantity 9800
	21-03-2017
Product SuperSales Updated By: Avani Jain	Quantity 5800



Update Tertiary Sales

Visit Options

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🕅 20 Feb		Update Visit Status
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	04, lalita comp ra, Ahmadaba	Close Visit
22675572	: <u>9909929318</u>	Create Sales Order
Digant Rav	201	Add Tertiary
	-	Update Stock
Description Demo	1	Add Picture
Assigned T	o: Hitesh Shah	View Picture
		View Tertiary
		View Stock
		Feedback
СНЕ	CK-IN	CHECK-OUT

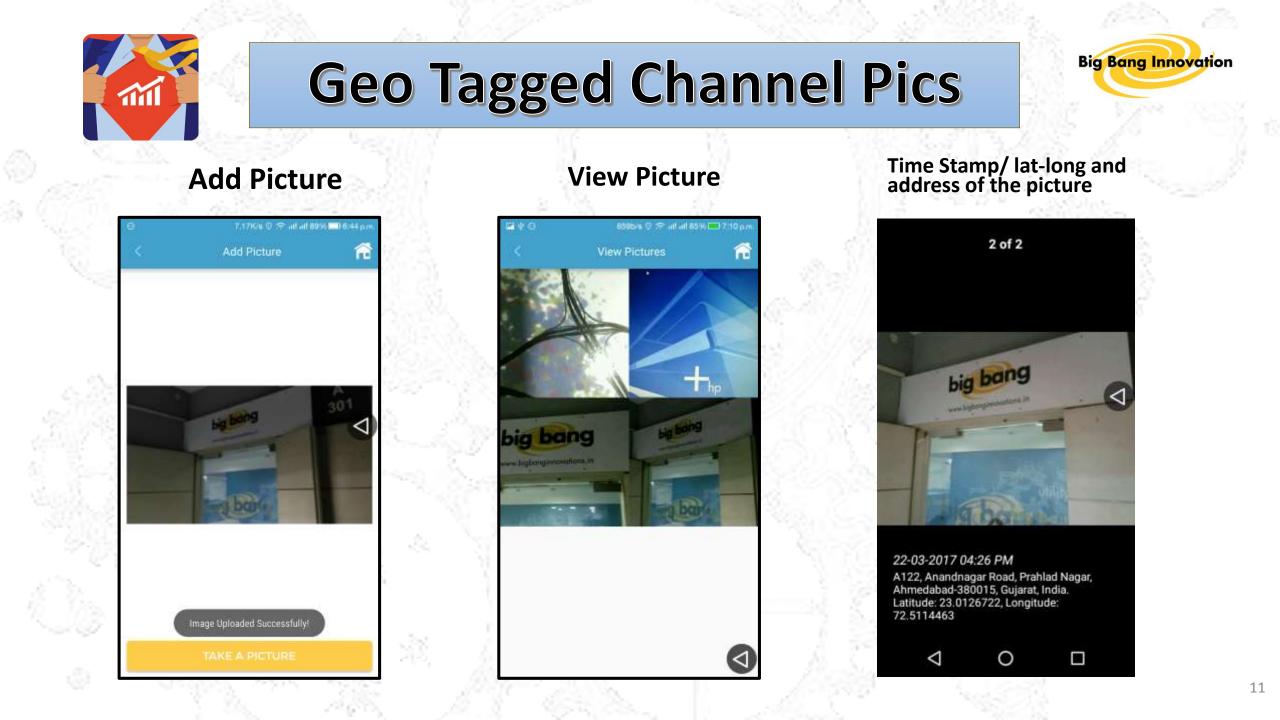
Add Tertiary

(for period since last visit)

10	217b/s 🗘 🕾 alfadi	99% 14:31 p.m.
	Add Tertiary	6
	Visit No: 293	
Start Date 13-03-2017		iii
End Date 21-03-2017		<i>iii</i>
Add Product	8	÷
SuperSales Country 3		8
Pavilion 630 Disently 3		0

View Tertiary

		2
	View Tertiary	í
End Date: 21-03	3-2017	
Product		Quantity
SuperSales Pavilion 630		2
Added By: Avai	ni Jain	1
	21-03-2017	04:34 PN
Start Date: 01-0		
End Date: 15-03	3-2017	
Product		Quantity
Pavilion 630		35
SuperSales		15
Added By: Avai		
Start Date: 01-0	21-03-2017	04:55 PN
End Date: 10-0		
Product	4. 4. 4. 17 F	Quantity
Inspiron 15		30
Pavilion 630		158
Added By: Avai	ni Jain	
	21-03-2017	04:36 PM
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End Date: 11-03	-2017	
Product		Quanti
Pavilion 630 SuperSales		80
Added By: Hite	ch Shah	50





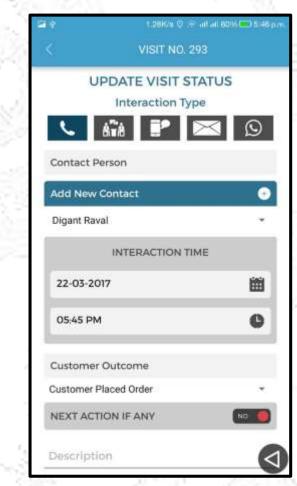
Visit Status Report



Visit Menu

< Visit No.	Edit Visit
🛍 20 Feb	Update Visit Status
Customer Sundek innternatioal	Create Sales Order
Address: 204, lalita comp navrangpura, Ahmadaba	Add Tertiary
India Contact No: <u>990992931</u> 8	Update Stock
Digant Raval	Add Picture
9909929318	View Picture
Description Demo	View Tertiary
Assigned To: Hitesh Shah	View Stock
Hitesh Shah Check-IN Time: 05:48 PM Check-OUT Time: 05:48 PM	Feedback
Hitesh Shah	22-03-2017
Check-IN Time: 04:14 PM Check-OUT Time: 04:29 PM	
CHECK-IN	CHECK-OUT

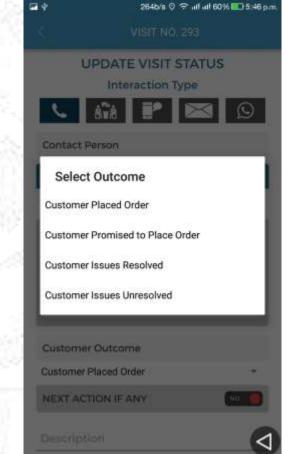
Type and Time of Visit



Next Action Details



Visit Outcome



12



Trade Feedback

Feedback Questionnaire

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Visit Options

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CHECK-IN	Feedback		SAVE & NEXT			SUBMIT		СН	Feedback submitted	d successfully CHECK-OUT

Lead and Proposal Management



Cold Calling

Capture all data related to cold calling done by team, telephonic or field.

Add Option

Interaction Type

Follow- up

Detailed list

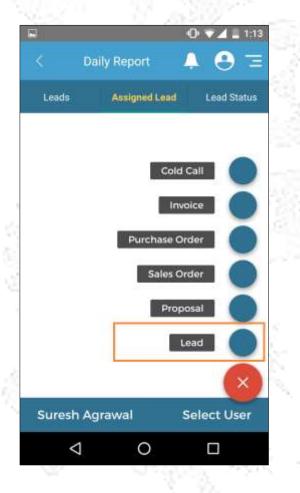
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	< 🛛 Daily Report 🛛 🐥 😔 💳	< Add Cold Calling	< Add Cold Calling	< Cold Calling
	Cold Calls Leads Assigned Lead	Select Interaction Type	Product Category Computer & Accessories	र 1 र
		Select Interaction Type	Intrested in LCD	Arun Trivedi 👘 🗇 Computer & Accessories 19-04-2016
		Telephonic	REMINDER IF ANY	Asuthosh C II Home Appliances 19-04-2016
1	Purchase Order	Personal Visit SMS/Messenger	20-04-2016	Panthor Pvt Itd 📞 🗐 Home Appliances 18-04-2016
	Sales Order	Email	2:30 PM	Raju patnayakCComputer & Accessories19-04-2016
	Proposal	Whatsapp	Action Needed Call on Time	Vijay pathak 📞 🛱 Home Appliances 19-04-2016
ŝ.	×	ACTIVE LEAD?	ACTIVE LEAD?	Virendra C 🗐 Home Appliances 19-04-2016
	Suresh Agrawal Select User	SAVE	SAVE	



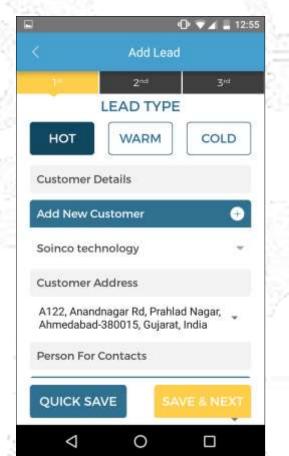
Lead Creation



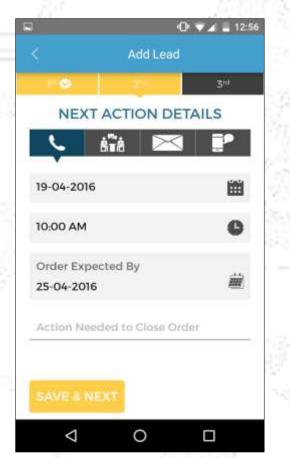
Add Options



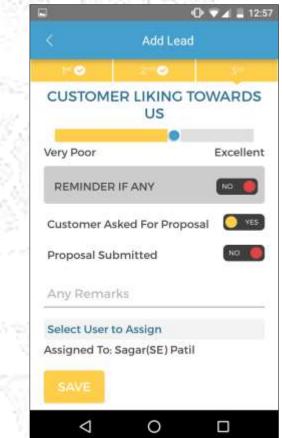
Add Lead



Lead Next Action



Customer Interaction





Funnel Management

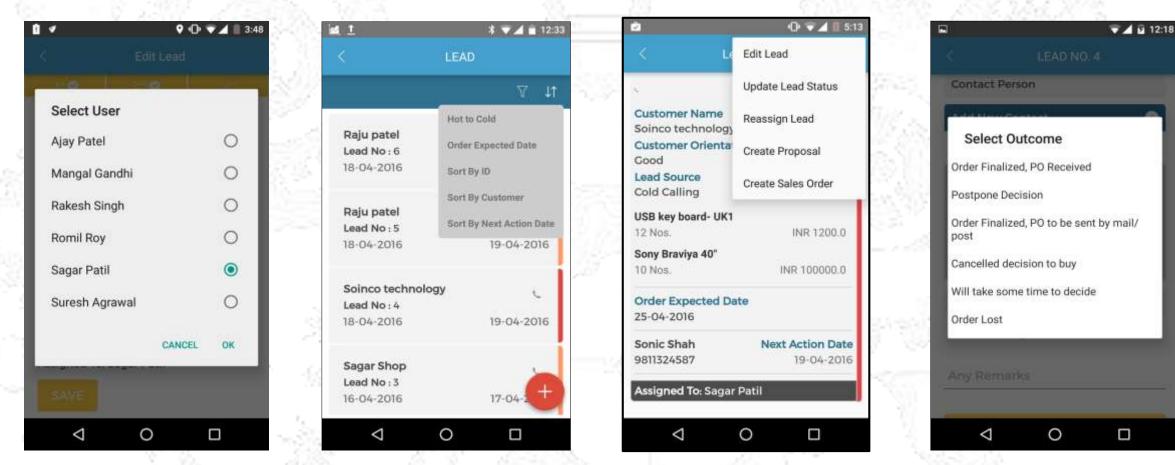


User Allocation

Lead Filter/ Sort

Lead Update/Action

Interaction Outcome

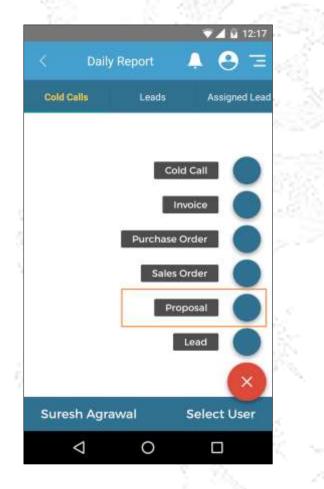




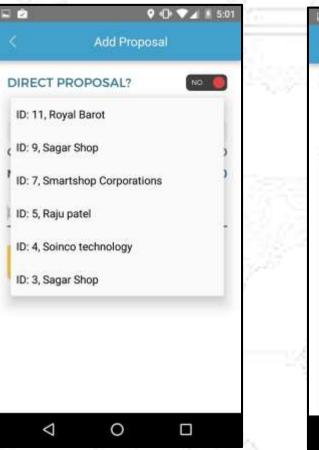
Create a Proposal

Creating a proposal from lead will need you to only input discount %, rest of information comes automatically from the lead data entered.

Add Options



Add Proposal



Add Product Details

		♥ ① ♥▲ ≛ 4:05
	Add Prop	osal
DIRECT	PROPOSAL?	NO 🔵
ID: 2, Big	g bang innovations	-
Add Pro	duct Details	
Sony ML	isic system	ŵ
10000	.0	
Dunnuty 10		
		0/
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1005333366	Amount	100000.00
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Total An		100000.00
VAT @1	4.0%⊧	14000.00
\triangleleft	0	

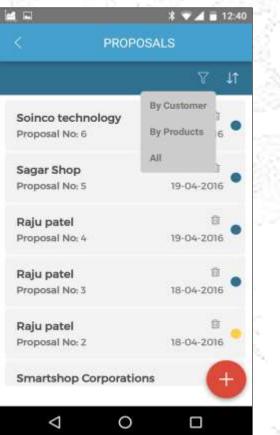
Tax Calculations

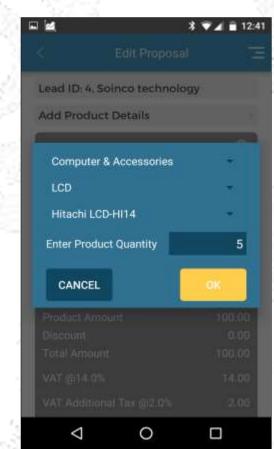
3	• • • • 12:
< Add Propo	sal
เคละอนแ	U.U
Total Amount	12600.00
VAT @14.0%	1764.00
VAT Additional Tax @2.0%	252.00
VAT Surcharges @2.0%	40.32
Product Net Amount	14656.32
Gross Amount	14772.64
Octroi	
Local Tax	7.0
Local Tax Amount	1034.08
Net Amount	15806.72
Description	
SAVE	
⊲ 0	



Proposal Management

Filter Option





Edit Proposal

Email Proposal

Proposal PDF

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tal Amount		10395.00	120
SuperSales			ČŤ.
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Orders and Sales Management

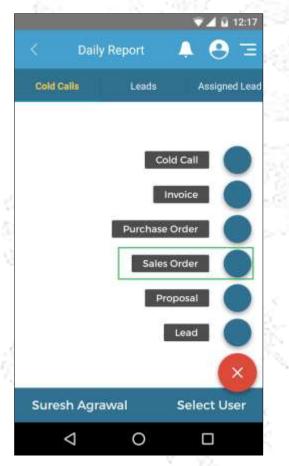


Create a Sales Order



Creating a sales order from Lead or Proposal needs you to just enter the price and quantity, rest is auto filled.

Sales Order



Sales Order from Proposal

DIRECT SALES ORDER?	NO 🥚
PROPOSAL	EAD
ID: 6, Soinco technology	
ID: 5, Sagar Shop	0.00
ID: 4, Raju patel	-
ID: 3, Raju patel	0.00
ID: 1, Smartshop Corporations	0.0
Delivery Days	-
Description	
TinC	

Sales Order from Lead

< Add Sales Or	rder
DIRECT SALES ORDER?	NO' 🦲
PROPOSAL	LEAD
ID: 6, Raju patel	*
ID: 5, Raju patel	0.00
ID: 4, Soinco technology	0
ID: 3, Sagar Shop	0.00
ID: 2, Big bang innovations	0.0
Delivery Days	
Description	
THC	
Terms	

Direct Sales Order

< Add Sales	Order
DIRECT SALES ORDER	? 🜔 YES
Select Customer	
Big bang innovations	
Panthor Pvt Itd	
	0,0
Rajneesh &Brothers	-
Raju patel	0
ana - maaning	0.0
Royal Barot	0.0
Sagar Shop	
Smartshop Corporations	
Soinco technology	-
Vipin singh	



Sales Order Management



Calculation

14	∦ ♥⊿ 🖬 12:49
< Add Sale	s Order
Product Net Amount	14656.32
Gross Amount	14772.64
Octrol	· · ·
Local Tax	7.0
Local Tax Amount	1034.08
Net Amount	15806.72
Delivery Days.	
1	
Description	
All product tested	
ThC:	
Terms	
Conditions	
SAVE	

Edit Sales Order

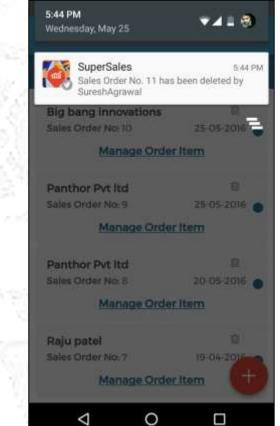
8		\$ ♥⊿ 🛢 12:53	
j.			2
2	PROPOSAL		
2	Proposal No: 3. Raju pat	el	
4	Home Appliances		
	Washing machine		3
-	Lg washing machine-LG	06	53
	Enter Product Quantity	1	
	CANCEL	ОК	<i>r</i> _
1	0.0	%	
5			
2	4 O		2

Dispatch Option

		123
	Add Dispatch	1.
Sales Order No.	4	1.33
Product	Sony Music system	100
Diapatched Qty	1	192
Total Qty	1	36.0
Sony Music system Qty: 1	19-04-2016	100
		124
		13
		1.0
		1.1

Notification

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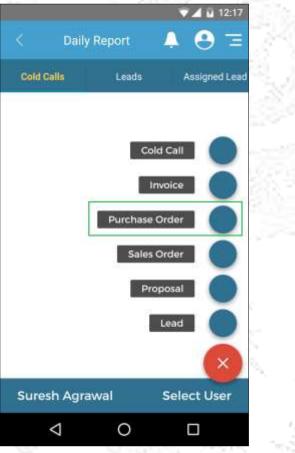


22



Create a Purchase Order

Add Options



1	*▼∡ ∎ 1
< Add Purchase	e Order
ID: 4, Raju patel	*
Sony Music system	Ô
10000.0	
Select Vendor	
1	
0.0	%
Product Amount	10000.00
Discount	0.00
Total Amount	10000.00
VAT @14.0%	1400.00
VAT Additional Tax @2.0%	200.00
4 0	Π

Add Item & Rates

Tax Calculations

< Add Purcha	ise Order
VAT Surcharges @2.0%	32.00
Product Net Amount	11632.00
Gross Amount	11632.0
Octrol	-
Local Tax	7.0
Local Tax Amount	814.2
Net Amount	12446.2
Description all product tested	
ThC	
Terms Conditions	
SAVE	

0

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Send Email

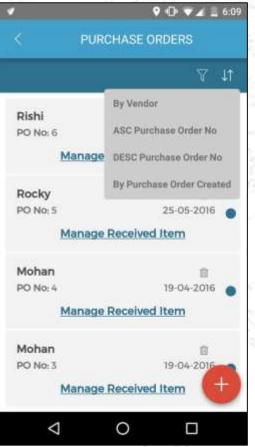
	1	•	• • • • • • • • • • • • • • • • • • •
			%
199 199			
124 B			
	otal Amount		12600:00
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¥.	Do you want s order ?	send Email of	purchase
		NO	YES
	rms nditions Adde	ed Successfully	0-
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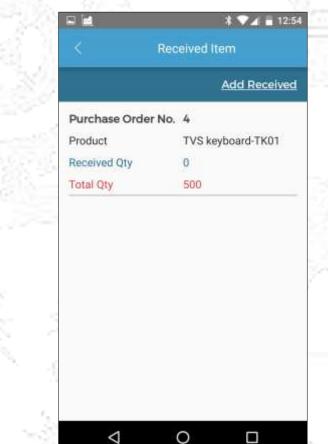
Purchase Order Management



List of PO- Filter / M Sort



Material Received against PO



Add Received Item

Purchase C No	order 4	
rvs keyboa	rd-TK01	Remaining:500
20y		
4		
leference No		
ADI-TK01		
	SAVE	
	SAVE	
	SAVE	

List of Added Item

< Rec	Received Item	
	Add Received	
Purchase Order No.	4	
Product	TVS keyboard-TK01	
Received Qty	4	
Total Qty	500	
TVS keyboard-TK01 Qty: 4	19-04-2016	

24



Create Invoice

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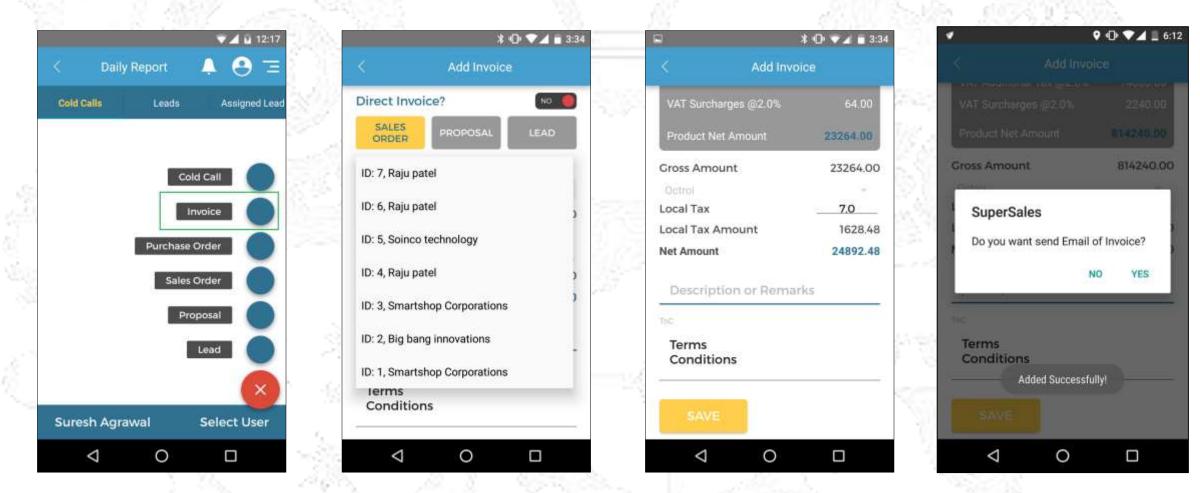
E-mail Invoice

Create Invoice directly from Sales Order, Proposal or Lead so that data will be auto filled , need minimal entry.

Tax Calculation

Add Invoice

Add Options





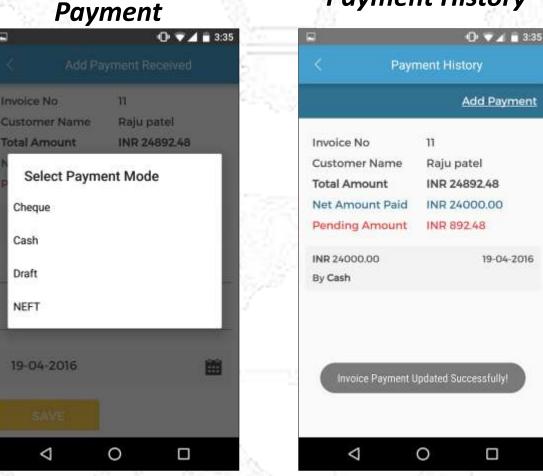
Add Payment

Collection Management

Update payment received against the invoice, get outstanding statement by customer, salesperson.

Received O V a 3:36 INVOICES By Customer Raju patel ASC Invoice No Invoice No: 11 Add Payment F DESC Invoice No By Invoice Created **Big bang innovations** Invoice No: 10 19-04-2016 Add Payment Received **Big bang innovations** Invoice No: 9 19-04-2016 Add Payment Received Soinco technology Invoice No: 8 19-04-20 Add Payment Received 0 \triangleleft

Select Mode of



Payment History

Collection Follow-up

id 🖬		🎯 📶 🛔 3:3
<	Sales	Plan 🔔
Lead	l Follow-Up	Collection Follow-U
Invoice	No:1	
Custom	er: Smartshop	Corporations
Total Pa	yment: 3970.3	5
Paymen	t Received: 0.0	0
Invoice	No: 2	
Custom	er: Big bang in	novations
Total Pa	yment: 24892.	48
Paymen	t Received: 0.0	0
Invoice	No: 3	
Custom	er: Big bang in	novations
Total Pa	yment: 871236	.8
Paymer	t Received: 87	1236.0
Invoice	No: 9	
Custom	er: Big bang in	novations
Total Pa	yment: 12446.2	24
Paymen	t Received: 0.0	2
Invoice	No: 10	
Custom	er: Big bang in	novations
Total Pa	vment-186693	6



Sales Target

Sales target will be created accordingly view achievement.

Create Sales Target

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< Add Sales	Target	3.3
Set Timeframe	1	19-04-2
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18-04-2016	#	<i>с</i> і г.
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Computer & Accessories -	LCD 🗇	
Select User		28
Mangal(MG) Gandhi		
Mangal(MG) Gandhi		lana -

Select User

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Ħ	22	Target Value Start Date
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Achievement

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	ACHIEVEMENTS
Target Value	100000.00
Start Date End Date	19-04-2016 19-04-2016
End Date	19-04-2010
Mangal(MG)	Total: 150000
LCD	Value 150000
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	AND THE REPORT OF A VIEW

View User Achievements

< AC	ACHIEVEMENTS		
Target Quantity Start Date End Date	1.00 01-04-2016 30-04-2016		
Mangal(MG)	Total: 15		
LCD	Quantity 15		
Rakesh(MG)	Total: 0		
Sagar(SE)	Total: (
\bigtriangledown	0		

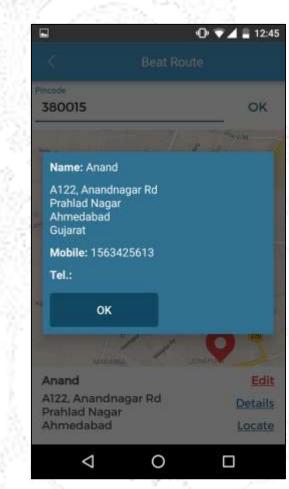


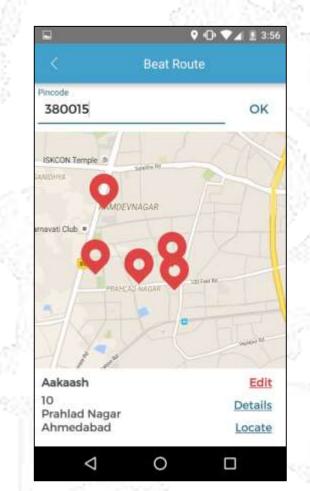
Beat Route Plan

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Get a list of your active leads or your customer base for a given pin code, plot it on Google Maps for planning your route.

Customer Detail





Select Pin code



Key Account Management

Select Meeting Tyoe



Add Key Account

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Asian technology	Turnover last year(in lakh) 15		Select Meeting Type	HOURS
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Trading	51 - 100	• 38	Courtesy Call	Add Contact
Description	Key Competition	24	Dispute Resolution	Ashish patel Suresh Rawat
Set as a key customer?	Ordering Process Of C	Company	Service Issues Others	Add Users Mangal(MG) Gandhi Rakesh(MG) Singh
O VAT O CST	Add Product	+	Add Contact	Romil(SE) Roy
Address	Lenovo G50-80	8	Add Users	54
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Key Information

Update Meeting

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1	25
Objective	
Product bud	iget
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We will give	5% off on Next order.
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Expense Claims on the go



Add Expense

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Start Date	
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	Hotel	
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Expense Details

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Approved Amount	0.0
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Notification Approval/Rejection

	Notifications	í.
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esta estu	16-09-201	5 0430 PN
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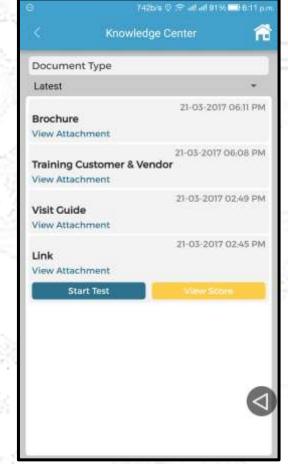


Knowledge Center

Knowledge Center

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Avani Jain	KNOWLEDGE CENTER
21-03-2017	

List of Document Category



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View Attachment

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Knowledge Center

Big Bang Innovation

Start Quiz & View Score

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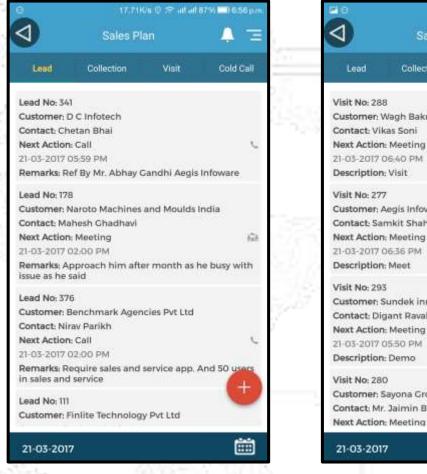
Daily Sales Plan

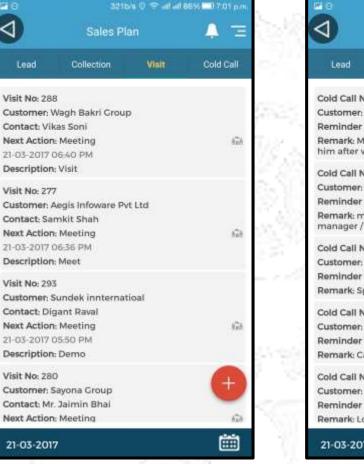
Big Bang Innovation

Get Reminders of Lead Followups, Channel Visits planned and Meetings for the day

Select User

test	Collection	Visit	Cold Call
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kamlesi	n Mali		0
Hitesh S	Shah		۲
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Cold Call N	o: 1635				
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Remark: Lo	cal office has bee	n shifted to	mahuva site /		
21-03-201	7		iii)		
	31				



Daily Report

Daily Report generated for Sales people for Visit, Visit Updates, Meeting, assigned Leads ,Cold Calling Follow-up, Lead Follow-up and Lead Status updates, Sales Orders received.

Select User

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Thanking You

Big Bang Innovations Pvt. Ltd.

A-301, Safal Pegasus, Anand Nagar Road, Prahladnagar, Ahmedabad-380015 Contact No.: 9067761172/9067710978/9067701799 Email: avani.jain@bigbanginnovations.in www.bigbanginnovations.in

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