

Agera Manager



A powerful Sales Management System

A need to measure and monitor
Many organizations use some form of performance metric. But there are few truly successful performance metrics - systems that build motivation and energy and actually get people aiming higher. Too often, sales people feel excluded from the measurement system, so it fails to influence their behavior.

At the same time managers need to be able to monitor trends and target fulfilment, and to easily access data, so that they can make the right decisions at the right time. The actual number of sales hours available is always less than what both sales staff and managers feel is necessary.

Having to receive and deal with sales results in tightly scheduled narrow time slots can make management next to impossible. You quickly get into a situation that is difficult to correct - a lag that the available resources cannot compensate.

Agera Manager

Agera Manager is a Web-based sales activity monitoring system - a system that monitors the company's sales operations in real time. Agera Manager enables sales management's immediate access to an overview of the current status of the operations.

The system requires only five minutes per sales person and day to summarize the sales person's effort and results.

Increased sales efficiency

- Fully flexible configuration
- User-friendly
- Key performance indicators that promote success
- Personal goals based on individual conditions
- Creates a focus on goals and results
- Creates structured work
- Individual sales efforts are registered per day
- Measures outcomes between quantitative and qualitative efforts
- Automatic alarm when results differ from the target
- Automatic alarm when daily registration is absent
- Sales management receives concrete data for individual management efforts



Agera Sales

Improved Sales Effectiveness

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