StaffingAgencyCRM

Staffing/Employment Agency Edition

EASILY MANAGE ACCOUNTS, LEADS, SALES, CUSTOMER SERVICE AND MARKETING.

MANAGE CANDIDATES, ORDERS, PLACEMENTS, HOURS WORKED PLUS SO MUCH MORE

Calgary
(Dispatch In Office)

Toronto
(Sales From Office)

New York
(Recruitment At Home)

Manager

Dallas
(Sales From Home)

Bangalore
(Sales From Home)

Tokyo
(Recruitment In Office)

In Office Sales

Outside Sales
Calgary

A CRM THAT'S EASY TO USE, EFFECTIVE AND AFFORDABLE. TAKE YOUR SALES TO THE NEXT LEVEL.

Better Process & Organization
Better Candidates and Ease-Matching
Higher Sales from Better Serviced Clients

SINGLE USER | GROUP | IN OFFICE | REMOTE WORKER
NO SOFTWARE | ACCESS ANYWHERE

www.StaffingAgencyCRM.com

KEY FEATURES

ACCOUNT / CONTACT MANAGEMENT

SalesPro CRM's contact management system will enable you to effectively input, organize and quickly retrieve relevant information from anywhere in the world

- Quickly capture & edit all information on new or existing clients
- Search via company, first name, last name, phone number or email
- Permission based client information sharing with other users
- Assign new or existing contacts to any member of your team
- Access and update from virtually anywhere in the world

TASKS & ACTIVITIES

Manage any tasks from creation to completion with on screen alerts and email reminders so nothing falls through the cracks

- Most important daily tasks are displayed upon user login
- Track a rep task completion reminder and alerts
- Individual and team task management

MILESTONE TRACKER

Keep your sales on track and on time by implementing a consistent sales process. A fully customizable sales roadmap allows everyone to adopt the same winning formula. New hires are brought up to speed faster and more efficiently with best practices being transparent and achievable

- Easily customized to any sales process or goal based scenario
- Quickly identify weaknesses within your sales process
- Provides insight for proactive sales training

SALES PIPELINE & FORECAST

Generate accurate sales forecasting based on historical and upcoming sales opportunities

- Determine a time line for when deals are expected to close
- Spot market trends as they begin to emerge
- Improve inventory management

STAND ALONE INTERNAL EMAIL CLIENT

SalesPro CRM utilizes its own internal email system that can be used as a standalone or be seamlessly synchronized with multiple other email clients

- Centralize all customer information and email correspondence
- Integrated templates
- Personalized email campaigns

LEAD MANAGEMENT

Track your leads from first contact to closing the sale. Identify key areas for improvement throughout your sales process. Identify the lead source to focus your marketing and lead generation efforts

CALENDAR

Keeps your entire team organized all in one place. Book out company resources or facilities, quickly view upcoming events or meetings, travel schedules etc

PEOPLE TRACKER & LIVE PRODUCTIVITY DASHBOARD

Automate your entire sales process even offsite workers anywhere in the world with our real time tracking overview. Manage leads, Tasks, Opportunities and Sales as they happen. Keep your sales process on track and on time

- Easily manage your sales team wherever they are with real time tracking
- Live sales on the fly reporting dashboard
- Forecast upcoming sales accurately
- Track a rep task completion with email reminders and alerts

STREAMLINE CUSTOMER SERVICE

Effectively handling customer service issues is a key component in ensuring long lasting relationships

SalesPro CRM allows you to streamline the process and protocols to ensure customers are being handled in accordance with company policy

- Customized service procedures
- Increased customer loyalty
- Monitor CSR response time

REPORTING ON COMPANY PERFORMANCE

Accurate reporting allows you to evaluate performance and take actionable steps towards improvement in all areas of Sales and Customer Service to Marketing. Create an infinite number of reports based on the criteria most important to you

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"WE SURVIVE ON THE SUCCESS OF OUR CLIENTS NOT SIGNED CONTRACTS"
WE PROVIDE FIRST CLASS CUSTOMER SERVICE THAT GUARANTEES YOU GET THE MOST FROM YOUR CRM

FREE CUSTOMER SERVICE TRAINING AND TECH SUPPORT

The most important aspect of your CRM will be a successful adoption among its intended users. We're there every step of the way to make sure your team is properly trained and fully understands the "what's in it for me" factor that's critical in a successful implementation

CUSTOMIZATION

We understand that there is no one size fits all solution when it comes to the right CRM solution for your business. We work with you to customize a solution to suit your specific needs to ensure your satisfaction

EXTERNAL SECURITY

256 bit encryption keeps your data secure. With multiple server locations and seamless backups occurring every 15 minutes your data will never be lost or compromised. This eliminates the threat of any potential downtime or productivity loss

Why SalesPro CRM

A TRUE PARTNER IN BUSINESS

We pride ourselves on building outstanding relationships with our clients. Now this undoubtedly is lip service we've all heard before but for us it means adding value beyond just the purchase of a one size fits all solution. We work with you to customize the CRM to fit your specific needs and ensure your staff will be properly trained. Once you become our client we continue with ongoing follow ups and support training until your satisfaction and CRM goals are being met. However if you're not completely satisfied with the results simply cancel anytime without penalty

A WINNING STRATEGY FOR SUCCESS

We enable you to centralize your company data and communication keeping it organized and at your fingertips from anywhere in the world. With SalesPro you create a consistent process throughout you're sales cycle, customer service procedures and email marketing. This allows you to replicate the most successful strategies across every aspect of your business. Have your entire team focused on the same winning formula or bring new hires up to speed faster than ever before. Best of all you can easily oversee and manage everything with real time people tracking and live sales / productivity reporting

COMMUNICATION & TRUST

Communication and trust is paramount within any long term business relationship. The CRM will quickly become the most frequently touched tool within an organization and this carries with it great responsibility. We employ strict security measures to ensure your data is protected and backed up at all times. We consistently provide ongoing support and training to our clients and encourage a very open dialog for improvements or new ideas. Your success is our success

GAME CHANGERS

LIVE REAL TIME PEOPLE TRACKER

- In office, at home, or on location track your team in real time
- Leverage the efficiency and affordability of a remote work force

LIVE SALES REPORTING ON THE FLY

- See sales closing as they happen throughout the day
- Easily spot new sales trends as they begin to emerge

CUSTOM LEAD MANAGEMENT

- Organize and segment your lead generation efforts
- Easily determine where your best leads are comming from

TARGETED CLIENT / PROSPECT SPECIFIC EMAIL MARKETING

- Email campaigns, newsletters, industry tips, automated follow ups & more
- Segment your clients and prospects based on identified needs and interest

BUILT IN EMAIL CLIENT WITH TEMPLATE LETTERS

- Capture and store all email correspondence within client account
- Create multiple templates for efficient and uniformed interaction

BUILT IN CUSTOMER SERVICE PROCESSES

- Organize your entire customer service processes & procedures
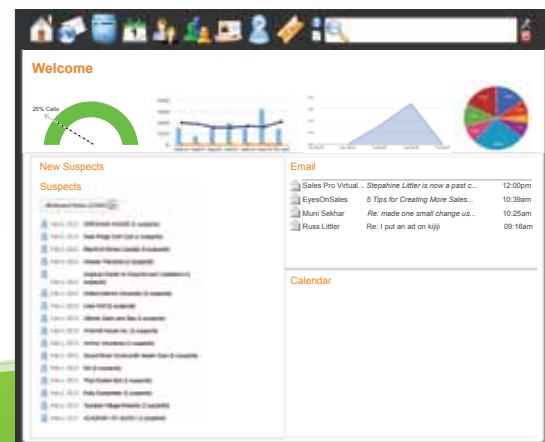- Customize specific escalation policies with date stamp and countdown

SPECIFIC CRM CUSTOMIZATION

- Have your CRM designed to fit your business needs for maximum value
- Create custom business reporting around key performance indicators

EASY IMPLEMENTATION WITH MINIMAL TRAINING REQUIRED FOR EFFICIENCY

- Quick and easy with minimal training required for efficiency
- Only takes a lunch break to Integrate!

KEY FEATURES

SALES FEATURES

- ☑ Live People Tracker Dashboard
- ☑ Live Sales Reporting on the Fly
- ☑ Real Time KPI Reporting
- ☑ Custom Reports Creation
- ☑ Contact Management
- ☑ Account Management
- ☑ Opportunity Management
- ☑ Client History – Track all Activity
- ☑ Milestone Tracker Charts Sales Process
- ☑ Custom Lead Management / Tracking
- ☑ Sales Forecast / Pipeline Tracking
- ☑ Task Reminders and Alerts
- ☑ Internal Email Client
- ☑ Email Campaign Generator
- ☑ Customizable Email Templates
- ☑ Calendar / Event Scheduling
- ☑ Set Permissions For Every User
- ☑ Custom Customer Service Procedures
- ☑ Import Existing Client Files
- ☑ Export Data Anytime
- ☑ Compatible B2B & B2C Applications
- ☑ Multi Format Document Storage
- ☑ Advanced Security Controls
- ☑ 99.9% Uptime Guarantee
- ☑ 256 Bit Encryption
- ☑ Redundant Servers With Data Backup
- ☑ Accessible From Anywhere
- ☑ Email Support
- ☑ Phone Support
- ☑ Free Training with Unlimited Support

STAFFING AGENCY FEATURES

- ☑ Match candidates to clients quickly
- ☑ Temp and perm placement set-up
- ☑ Search candidates by any and multiple criteria
- ☑ Search by skills, location, past placements
- ☑ Alerts for Certificate or Work permit expiration
- ☑ Alerts for time worked and important dates
- ☑ Fully customizable
- ☑ Real Time Candidate tracking
- ☑ Keep all candidate information in one place
- ☑ Recruiter / Dispatch Screens
- ☑ Orders organized
- ☑ 1 recruiter / dispatcher or hundreds
- ☑ One button job offer by email and text
- ☑ Automatic or manual candidate confirmations
- ☑ Track all correspondence between you and candidates
- ☑ Full reporting
- ☑ All reporting exportable to Excel
- ☑ Custom reports
- ☑ Mass Email and Text messaging to candidates

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