

## SALES CLOUD TRAINING FOR SALES REPS

This Course is help you to understand how Salesforce CRM works to achieve more conversion including

- Create and track leads
- Key accounts and contacts
- Sales pipelines & closable Deals

Get Hands-on Projects on Salesforce CRM the Best Tool to Increase Financial Targets. Enrol Now with Besant Technologies to Become Master in Salesforce Cloud.

### WHO SHOULD TAKE THIS COURSE?

Sales Cloud Training for Sales Reps is designed for:

- Sales Representatives who are new to using Salesforce Sales CRM Cloud in their Organization
- Non-IT Background Students want to Start their Career in Salesforce CRM

### Learning Outcomes

- How to Use Salesforce to manage and track sales activities
- Enter information into Salesforce so managers can accurately forecast and analyse sales

### Course Syllabus

Introduction to Salesforce

Managing Your Accounts and Contacts

Get Started in Salesforce

- Use List Views to Filter, Follow, and Edit Information
- Use Reports to Analyse Your Accounts
- Research What's Happening with Your Accounts
- Use Chatter to Get More Information

Lead and Opportunity Management

Locate and Enter Leads in Salesforce

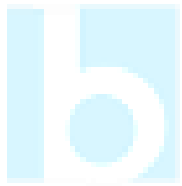
- Use List Views to Organize and Prioritize Leads
- Update Lead Status to Track Your Progress
- Convert Qualified Leads to Accounts, Contacts, and Opportunities
- Track Opportunities

#### Sales Productivity Streamlining Your Day

- Use Tasks to Track Calls, Emails, and To-Dos in Salesforce
- Use Events to Schedule and Track Meetings in Salesforce
- Locate, Add, and Complete Activities in Salesforce1

#### Reporting: Track Your Deals

- Work with Standard Reports
- Customize Reports
- Modify Report Option



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