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macmobile

a co&s group company

Merchandising Management



Manage your merchandising

Harness the benefits of FIELDService to combine salesforce automation, customer relationship management, and forms to establish a unified information hub for your consumer goods merchandising business.

A person in a blue uniform is holding a smartphone. The phone screen displays a data dashboard with a bar chart and various metrics. The background is a blurred indoor setting. A large yellow curved line frames the text on the left side of the image.

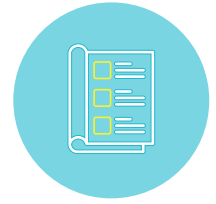
Empower your merchandising team with the tools they need to engage customers effectively, monitor in-store execution, track performance against service agreements derive valuable insights, all streamlined through one accessible platform

Solutions



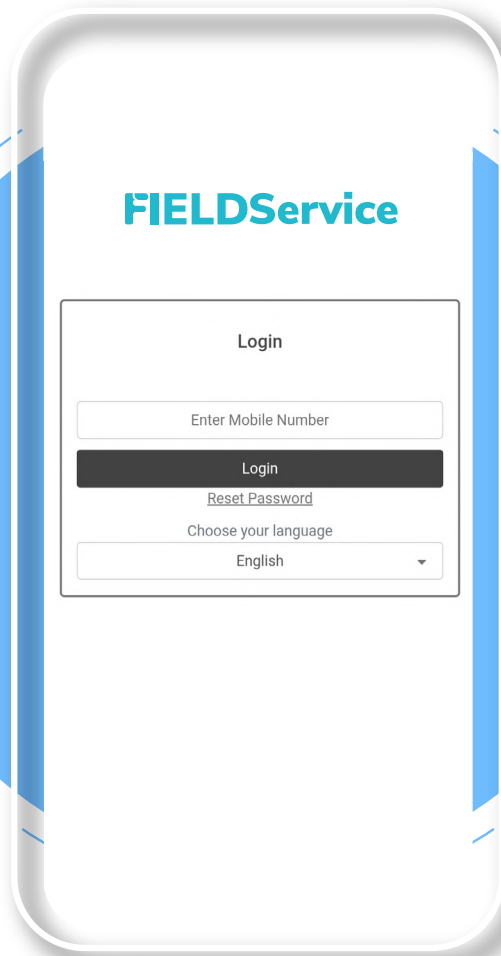
PEOPLE

Track your merchandising department's progress by keeping an eye on call cycles and strike rates to ensure your business reaches its KPIs.



FORMS

Build out logic and basic automation to ramp up your administrative productivity to save time.



IN TRADE

A fully-fledged native mobile application with offline capability allows your merchandisers to always access data and reach remote areas.



MONITOR

Our business intelligence reporting dashboards give management real-time information to monitor processes and track progress.

20 years
experience

over 100
installations across Africa

tried & tested
solutions

Features



Offline Capability

Offline capability allows your field sales force to reach remote areas

Track & Monitor

Track and monitor your field sales force to ensure they are on task

Cloud Based

Ensure your data is 'always on' through the cloud

End-to-End Platform

Run your FMCG distribution business from one platform

Configurable

Pick and choose the modules that make sense to your business

Integration

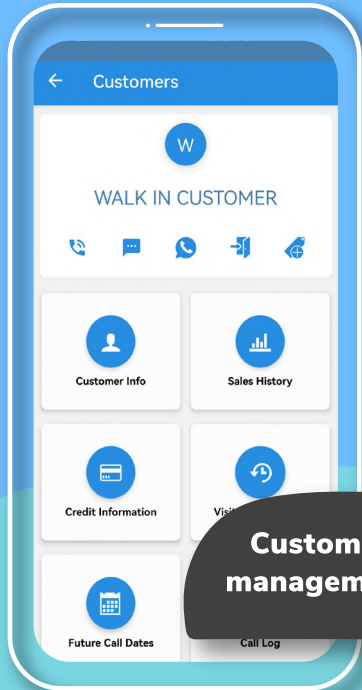
Connect your sales and distribution to your existing ERP systems

Benefits

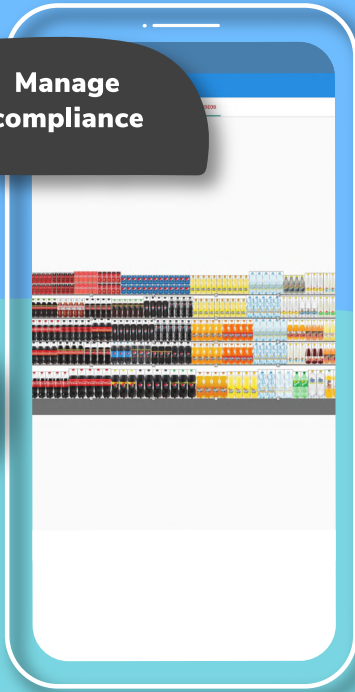


- Digitisation to complement your current ERP
- Understand your customer universe
- Comprehensive reporting at all work levels and across the value chain
- End-to-end visibility and control with multi distributor management
- Ability to amend an invoice in trade (clean nett invoice)
- Gives you and your team visibility from manufacture right through to customer delivery and reconciliation
- Integrated into payment fiscals

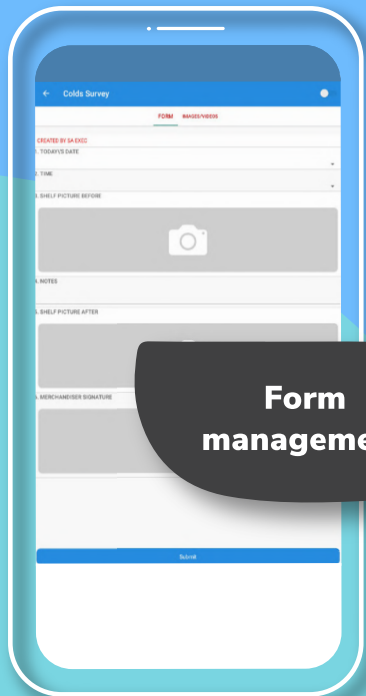
Manage your merchandiser movements



Manage compliance

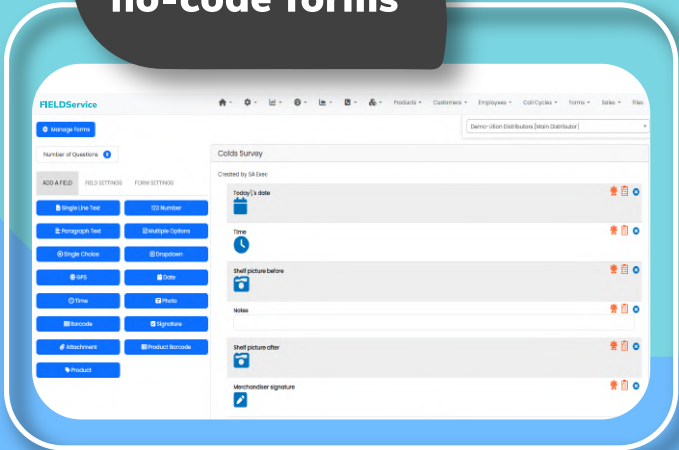


Customer management

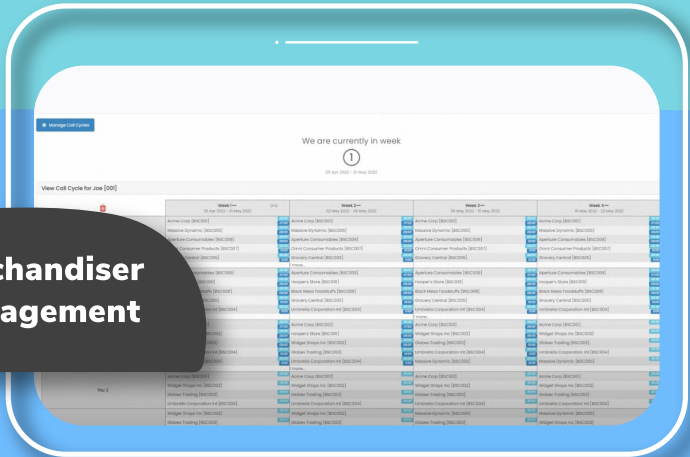


Form management

Custom no-code forms



Merchandiser management



Steven Cox

Sales Excellence Manager, Coca Cola Beverages South Africa



We have seen more than 25% improvement in productivity of our sales force from a call completion orders placed perspective, which represents significant turnover.

All of this has given us superior agility in adapting to changes in strategy.

Schweppes Zimbabwe



Thanks to our partnership with Macmobile we can rest assured that our sales and marketing strategies are on point and we can readily meet the ever-changing requirements of the markets we serve. Within the first 6 months of using FIELDForce to manage the surveys Schweppes saved up to 60K USD

We are **trusted** by
some of the **largest**
distribution companies
in the world.





macmobile

a ca&s group company

DIGITISE YOUR

ROUTE TO MARKET

BOOK YOUR DEMO