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macmobile

a ca&s group company

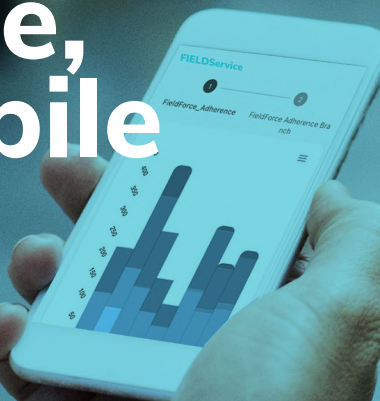
Sales Force Automation



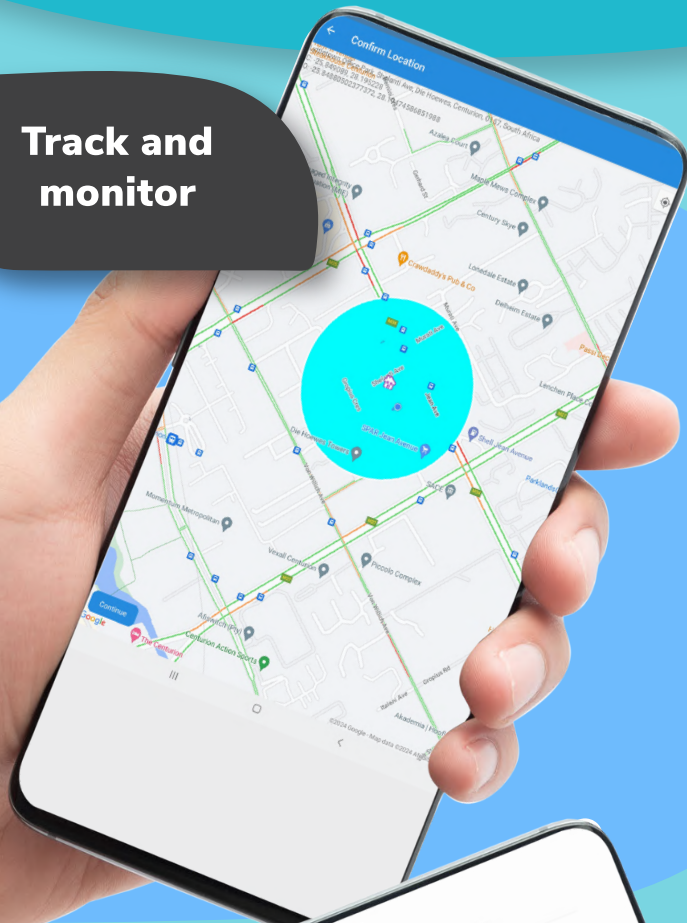
Mobilise your field sales force

Give your team on the ground the mobile tools they need to engage and transact with customers in the field, helping reps cut down on admin tasks, improving market efficiency, presence and boosting sales.

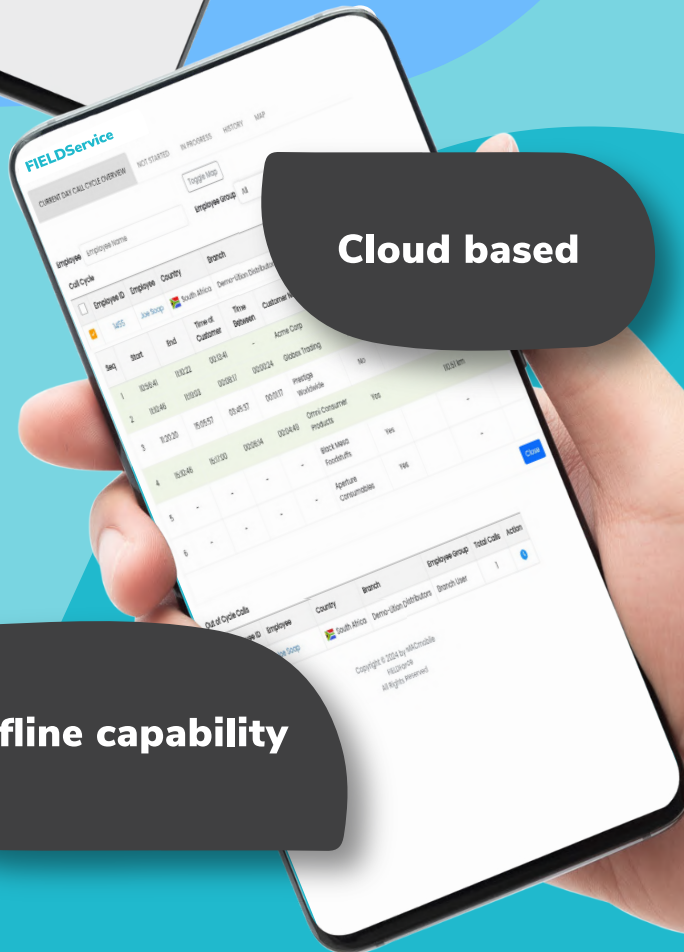
Macmobile equips your team with the tools they need to work remotely, access essential information, and engage effectively with customers through a single, centralised mobile application.



Track and monitor



Cloud based



Offline capability

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

Solutions



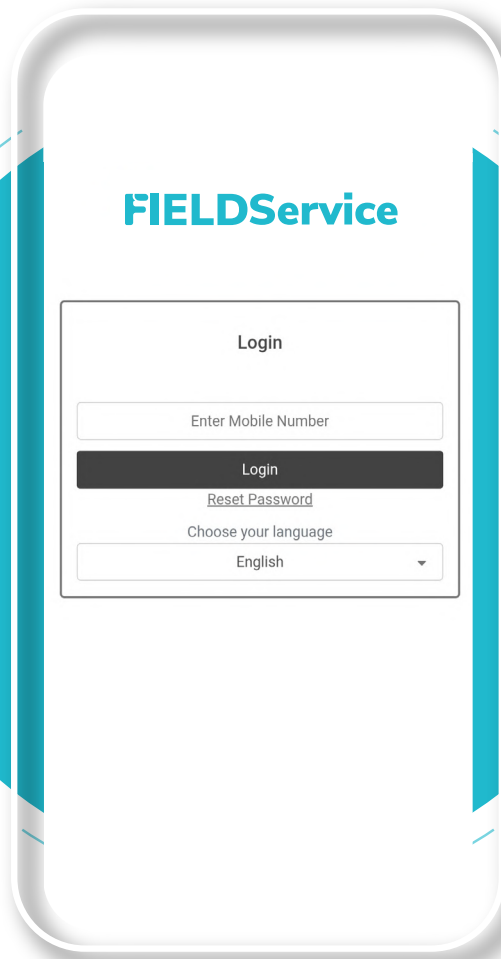
PRE-SALES

Create flexibility in your route to market through offering van sales. Provide the driver with the ability to manage stock on board, generate van sales invoices, and settle cash sales.



VAN SALES

Ensure your trade marketers are on track with their call schedules and have the ability to update their customer details in real-time.



INBOUND SALES

Manage an inbound call centre from one platform.



FIELD SERVICES

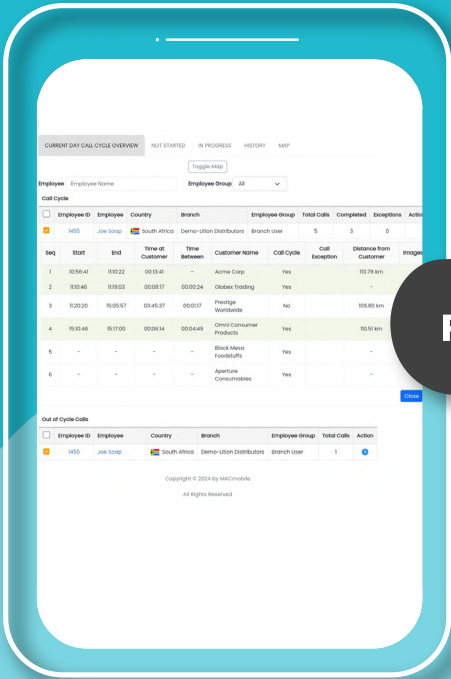
Ensure your field force are on track with their call schedules and have the ability to update their customer details in real-time.

20 years
experience

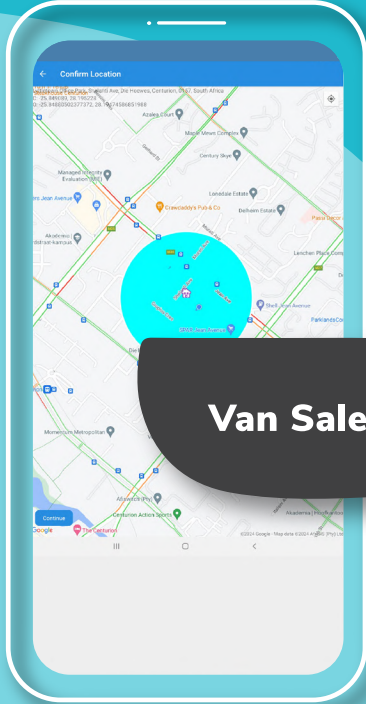
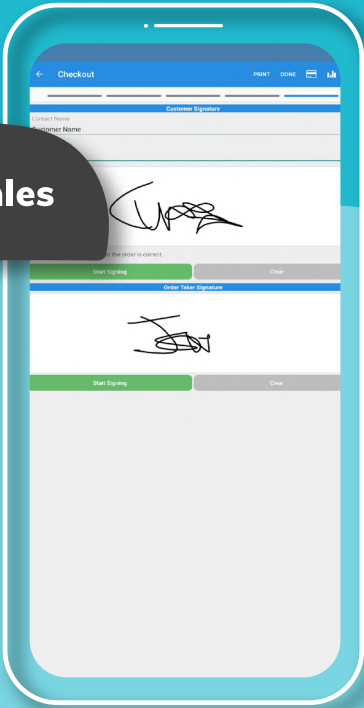
over 100
installations across Africa

tried & tested
solutions

Mobilise your field sales force

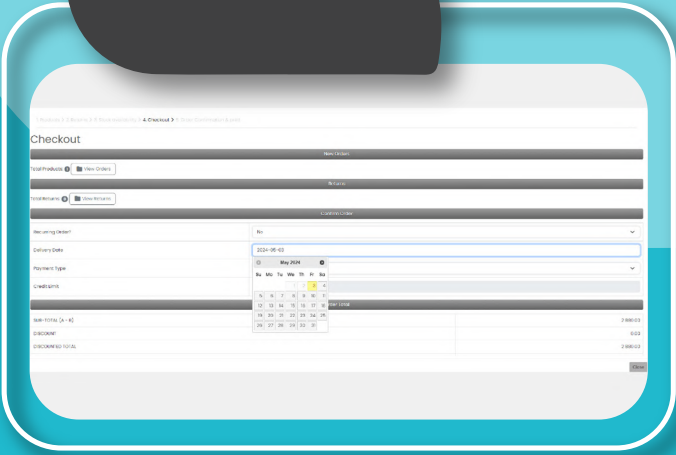


Pre-sales

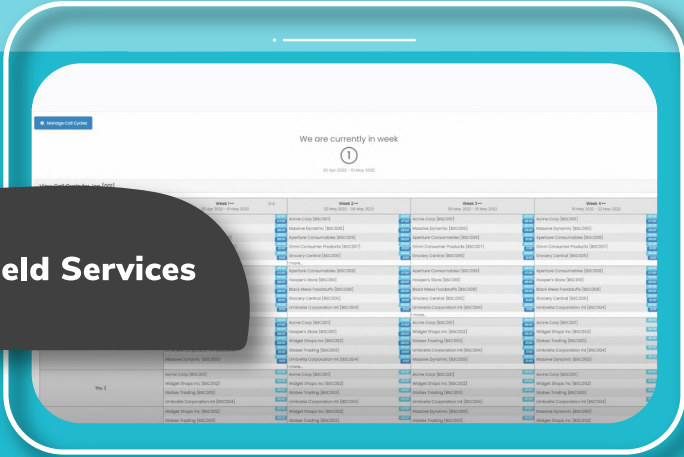


Van Sales

Inbound Sales



Field Services



Keep track, stay flexible, and manage your field sales force.

1

Enhance customer service

Improve customer service by giving your field sales force the ability to have data on point when and where they need it.

2

Improve time management

Sales representatives get more time to sell and convert leads as they can avoid the hassle of administration and other similar duties.

3

Communicate efficiently

Manage client lists, communicate effectively with customers and give them access to new information about products or sales trends.

Pre-sales

CRM



Manage/update accounts



Load new prospects



View/update visit Notes

Orders



View/update call cycles



Monitor sales KPIs



Generate orders



Capture forms/data



Capture no completion

Stock



View stock availability



Customer stock take



Asset verification

Van Sales

CRM



Manage/update accounts



Load new prospects



View/update visit notes



Asset verification



Capture forms/data

Orders



View/update call cycles



Monitor sales KPIs



Generate van orders



Generate clean nett invoices



Cash collect and credit notes

Stock



Shipment acceptance



Van sales delivery



Customer stock take



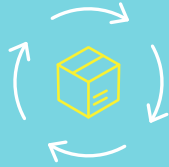
Shipment top up and recon

Inbound Sales

CRM



Manage/update accounts



View order history



View/update visit notes



Capture forms/data

Orders



View/update call cycles



Monitor sales KPIs



Generate orders



Call and collect

Stock



View stock Availability

Field Services

Orders



View/update
call cycles



Generate
orders



Capture
forms/data



Capture no
completion

Stock



Asset
verification

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.





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[ROUTE TO MARKET](#)

[BOOK YOUR DEMO](#)