

Sales Process Automation



Turn Prospects Into Customers With Increased Agility

Sales teams are often working under tight deadlines, developing proposals, and interacting with multiple prospects at the same time. In such an environment, prioritizing and managing leads across various online and offline channels at different levels of the sales funnel becomes complex. As there are various disparate tools involved in prospecting, lead generation, nurturing, and after-sales, a lot of effort is spent on updating the customer data manually, and other routine back-end and low-value tasks. It is not rare for teams to miss evolving sales, upsell, cross-sell, and renewal opportunities due to a lack of quick, integrated response. There's also a lack of data-driven visibility into team performance and productivity, which prevents organizations from improving their sales processes.

Expedite Sales Operations With OOTB Sales Automation Apps

Klera empowers your sales team to focus on closing deals by automating end-to-end sales operations, including sales planning, account management, reporting and analytics, and more.

Simplify Sales Automation

Customer 360

Customer 360 helps sales teams in assessing the true health of their accounts and improve service delivery for a consistent customer experience. It helps integrate data from all sales and after-sales tools to gauge customer sentiment, feedback, questions, requests, complaints, etc. in real time and ensure increased customer success.



Sales Forecasting

Automated sales forecasting helps teams use machine learning to harness data from CRM, marketing automation, social, and web analytics tools to get intelligent predictions and reliable sales forecasts. Teams can leverage predictive analytics and automate rolling forecasts with real-time data synchronization across tools.

Risk Analysis

Teams need advanced sales risk and contingency planning to meet their targets while considering various external and internal factors. Analyze sales velocity, profit margins, pricing strategy, sales run rate, and data from key accounts to assess sales risks with real-time data integration, visual analytics, and reporting.



Get Started in Minutes

Klera offers out-of-the-box apps for sales automation and also provides a powerful no-code app builder framework, which helps you modify these apps or develop new ones from scratch, within minutes.

[Schedule a Demo](#)

Explore all Possibilities



Data Enrichment

Connect and sync data across sales intelligence tools, CRMs, and spreadsheets using bi-directional smart connectors to build richer profiles of existing and potential customers.



Smart Analytics

Enhance sales and operations planning with machine learning-based unified analytics that eliminates guesswork and helps in making the most of customer and transactional data.



Alerts and Notifications

Automate lead qualification, prioritization, and distribution with real-time tracking and alerts, and reassign missed leads to the team to make the most of existing opportunities.



Easy Collaboration

Use out-of-the-box templates or create custom dashboards to monitor every aspect of the sales process, including budgets, target completion rates, and more.



Compliance

Share interactive dashboards or automatically schedule and send PDF reports to all stakeholders and decision-makers to provide a summary of sales results and forecasts.



Klera™ is a software products and services company focused on creating solutions that deliver intelligence from data, unlike ever before. We enable transparent, collaborative, and connected enterprises, without data silos. Our rapid, no code, intelligent application development platform simplifies how you gather, analyze, and synchronize data.

www.klera.io

