Enhanced Management Reporting Module

Like having "Satellite Tracking" on all your contacts and sales activity!

Activator's Management Reporting Module provides enhanced statistical reporting for users. These reports compliment the standard action notices and management exception reports built into Activator sales action plans.

With the Management Reporting Module, it's like having GPS satellite tracking on all contact and sales person activity within your sales process. No more pulling teeth to get the accurate statistical data required to make critical business decisions.

Salespeople no longer have to waste time compiling reports. With this module they can select the sales activity report or any other report and simply email the compiled report to management.

Activator management reports are more accurate than other reports in that they are based upon actual historical movement of contacts and salespersons activity through the sales action plan.

All reports are available in chart or line item view, formatted to quickly and easily print or email.

Price: $495.00 Includes the Following Reports:

Sales Activity Report: View all contact and sales activity by salesperson and date range. This is the classic report required to document salesperson activity.

Management Report: View all contact and sales activity for multiple salespeople including cost(s) associated with action plan events for each contact.

Top Producer Report: provides a comparison of salesperson(s) success in the closing sequence of the sales process.

Sales Performance Report: provides a comparison of salesperson(s) success in various stages of the sales process.

Event Pipeline Report: displays contacts at various stages of the sales action plan, based upon a user defined range of event numbers.

Contact Responsibility Report: displays contacts assigned to each representative.

Inactive Contact Report: displays contacts who are not assigned to an active action plan campaign.

Additional Reports: New Contacts Added per Representative; Follow up Call Notices per Representative; Appointments Confirmed per Representative; Presentations Made per Representative; Follow up Failure Notices per Representative; User Defined Activity Reports and More.