

How CRM Sales Forecasting Reports Dissect your diverse business Scenarios?

In a wildly undulating marketplace, making realistically accurate sales predictions is a tough challenge. With too many internal and external factors, your market evaluation could be easily misguided.

A CRM-based sales forecasting report allows you to comprehensively organize and make sense of multiple facets of your business.

With CRM, you could collect all relevant data streams that could invoke substantial predictions to give you a head-start in your sales activities.

Why Predictions frequently go astray?

If you are following any expert's business predictions, you could be admonished by the number of false predictions. Are these experts truly making woeful mistakes or willfully trying to lead you astray?

Within the current market dynamics, considering a single facet is plainly inadequate and considering multiple facets makes it too complex. In this situation, even industry experts are likely to make frequent mistakes. Often, they end up considering too few or too many of the elements. In some other situations, they could have a biased understanding because of implication of particular datasets.

With sales CRM automation, you could bring improved efficiency and accuracy to your business activity. Meanwhile, this also provides active inputs to give right directions and improve on your ongoing business activities.

In-depth Data, Comprehensive Reports

Under most circumstances, the accuracy of reports is determined by the quality of data. If you are just considering two parameters, your end business perspective could also be limited. In other words, it limits your point of view of your business.

With increasing number of data sources, you could increase the number of reports generated, based on permutations and combinations of available data.

For example, let's examine the scenario where you are trying to compare the number of inquiries generated based on individual product or service name.

You could also instantly retrieve performance reports concerning each individual.

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SHOW ALL

10 records

Search:

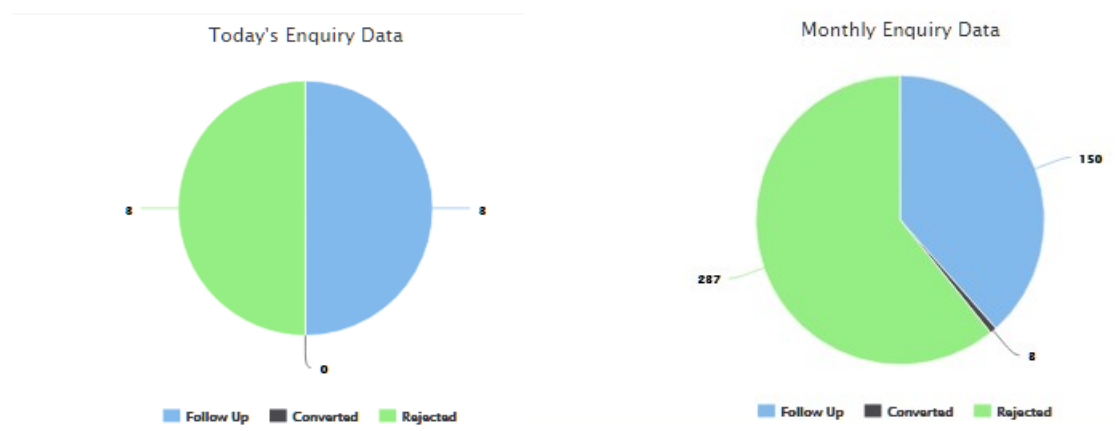
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25 May, 2016	25 May, 2016	Daily	Harsh Bhagtani	Sherman Dsouza,Harsh Bhagtani
25 May, 2016	25 May, 2016	Daily	Harsh Bhagtani	Harsh Bhagtani
25 May, 2016	25 May, 2016	Daily	Harsh Bhagtani	Harsh Bhagtani
18 May, 2016	18 May, 2016	Daily	Harsh Bhagtani	Pearl Tewari,Abhijeet Malve,Harsh Bhagtani
15 Mar, 2016	15 Mar, 2016	Daily	N/A	Only Me

With this, you can follow sales progress, on a lead-to-lead basis. You can also follow the progression of future prospects towards the desired outputs.

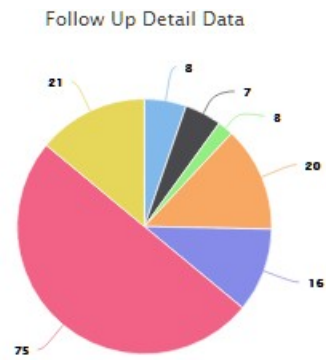
Get Accurate Marketing Performance Reports

It could be reasonably stated that final sales is the cumulative result of the performance of your leads.

With CRM-based lead and marketing reports, you could retrieve a list of leads and marketing opportunities available at any point of time.



Further, the performance of each of these leads upon processing could be retrieved, segmented and represented.



The CRM sales forecasting allows you to take informed decisions upon confusing daily scenarios and conflicting long-term strategy. Learn more with us @ +91-7899887755 or sales@kapturecrm.com