

Salesboom

Lead Management Software

data sheet



Lead Management Software by Salesboom.com is included within our full lineup of Sales Force Automation features designed to streamline lead management processes by providing you with a way to manage and track leads through the entire sales pipeline. Salesboom.com provides your sales team with real time information and workflow rules for lead routing, alerts and web capture tools allowing you to manage your leads information by defining your own customized lead management processes.

Your business will benefit from Salesboom.com's Lead Management Software with:

Feature Overview

- Customizable lead routing and auto assignment functionality
- Workflow rules allow you to decide who in your organization is notified and assigned a lead in real time
- Real time alerts can be used to notify assigned users of any changes to a leads status
- Web capture tools allow you to capture leads directly from your web site with auto generated forms
- Track leads throughout the entire sales pipeline from unqualified, qualified, hot or sold with lead status fields
- Web capture form placed directly on your web site will lower lead generation costs
- Custom user role hierarchy or user based access rules ensure only those intended can access or edit leads information
- Custom reports and dashboards allow you to drill down into data for specific information using out of the box or custom named fields
- Easy to use import tools allow you to directly import lead lists in many different formats with the ability to track the origin of leads through to the closed sale
- Access the Salesboom.com CRM Platform to from any computer with internet access keeping your Lead Management Software readily available

Salesboom.com Lead Management Software is fully integrated with our:

- Marketing Management
- Contact Management
- Account Management
- Opportunity & Sales Pipeline Management
- Sales Revenue Forecasting
- Activity Management (Tasks, E-mails, Calls, Events)

With Salesboom.com's Lead Management Software you'll never need to deal with excel spreadsheets again. You will poses real time insight into lead status along with all attached documents, logged emails, account & contact information and much more from a single web based platform accessible 24/7 anywhere with internet access.