

WasteRep Lite

Prospect Visits Tracking Module

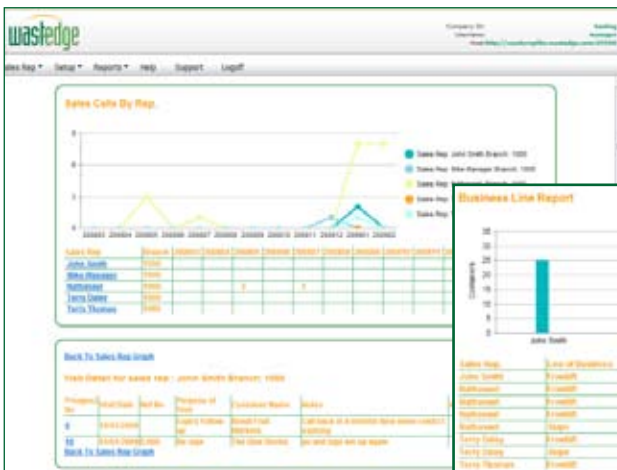
This Wastedge module helps you capture data on waste sales rep visits and reminds reps when prospects or customer agreements are due to renew.

Features at a glance:

- Web based visit data capture
- Tracks reps activity
- Summarises prospect stages / funnel
- Integrated with Google maps
- Validates prospect addresses
- Shows where reps are prospecting
- Retains prospect data
- Reminds when renewals due
- Summary of Funnel Depth/Value
- Provides gains & losses summary
- Shows reasons for lost prospects
- Shows Rep Success ratios
- Able to be linked with Wastedge customer accounts or your own internal systems

WasteRepLite helps management review where reps are prospecting and provides weekly sales management reports directly from the visit records, linking performance reviews to data entered. This ensures reps enter their activities and gives management clear views of effort levels across reps.

Pop-up Reminders on Login (contract expiries)



Benefits:

- Recycling prospects near renewal dates
- Avoids forgetting to follow up later
- Data still available (even if rep not)
- Increases management data visibility
- Reduces administrative effort/cost
- Builds corporate knowledge base

Management Review of Sales Funnel Charts

See visits activity summaries (and details)

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Wastedge.com is a hosted Software as a Service (SaaS) application that can provide restricted user access so that your sales rep's can only see their prospect details, whereas reps' managers can see all reps' data.

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