

MJH DATA SYSTEMS

TEAMVISUAL SALES MANAGEMENT SOLUTIONS



TEAMVISUAL

S O F T W A R E

TEAMVISUAL IS THE COMPLETE SOLUTION FOR SALES FORCES, PROVIDING THE VITAL LINK BETWEEN INTERNAL AND FIELD TEAMS

CLIENT REFERENCES

MJH Data Systems Ltd

MJH Data Systems has developed in TeamVisual a proven solution to ensure you track customer activity and understand the productivity of your sales teams. Existing users of TeamVisual include;



The solution relies not only upon the software. MJH Data offers a complete service in terms of installation and training for your sales teams as well as integration options for your back-office systems.

Solution Benefits:

- Choice of platform
- Simple data transfer
- Outlook integration
- Shared database

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*Malcolm Rosher -
Sales & Marketing Director*

“We were looking for a reporting system and a better way of managing data on our customers and prospects. Our computer system gives us fantastic data on customer spending and product group splits etc, but the contact data was a disgrace, mailshots were painful, as in theory, all we had on our system was a list of businesses that we deliver parcels to.

We were always having to search for people’s names whenever we wanted to write to or phone existing customers, and had no prospect data at all. Sure we had names of key customers, but where?

Then we decided we needed a system. Relying on our sales-team for customer names was not an option (Is it just us, or are most sales people unable or unwilling to establish the correct name of people that spend money with them. I think it’s just us and a direct result of complacency from not reporting). Anyway, we clearly needed a system to manage the following key issues:

- ★Sales Reporting
- ★Customer and prospect contact data (Names, addresses, phone, e-mail, etc.)

As I was in a minority on the board, (Thankfully, supported by the Chairman of the Board) I needed a quick ‘result’ to justify the investment, I needed a system that would deliver the above within a sensible timescale.

Before we selected TeamVisual, we looked at several options and I can state now we made the right choice. The launch training to a very sceptical (and suspicious) salesteam was always going to prove critical. This, together with the phone support from MJH was excellent, to the extent that even those that must exist in every sales operation, that wanted the whole thing to fail, thought the training was superb

We now know what our sales people are doing, and mailshots are much easier and more professional.

For any company looking at a CRM package, I would suggest you outline just what it is you want to achieve in the first few months, focus on these objectives rather than looking at all available functions which can be overwhelming. I would also recommend TeamVisual, its obvious that they all know the system inside out, and are not simply some middle men for someone else’s product.”