

Compass Sales Solutions Announces New ViewPoint Survey Feature for Compass Sherpa

Boise, ID (April 2015) – Compass Sales Solutions, the industry leader in sales opportunity software, is proud to announce the release of a new survey ViewPoint feature which allows Users and Sales Reps to create internal pre-qualification surveys for potential sales.

This new feature allows any user (Telemarketers, Sales Reps, Product Specialist, and any other Sherpa users) to analyze a prospect or current customer for opportunities such as equipment sales, managed print services, managed network services, and any other services your dealer provides.

Fully customizable questions, answers, and the ability to set required fields by the administrator will create a unique pre-sales checklist for your Sales Reps, which can be a tool to streamline your sales process and allow users to develop a profile for potential sales leads.

Troy Casper, President of Compass Sales Solutions says, “This was initially developed for Sales Reps to qualify MNS prospects, but we realize this could be used universally throughout your dealership in many departments. From qualifying to managing your accounts, this is a great tool for Sales Reps and Managers alike.”

This complimentary feature will be released to current Compass Sherpa clients, and to learn more about this new enhancement contact our Compass team at (800) 295-0411.

About Compass Sales Solutions:

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. Compass Sherpa provides a comprehensive suite that automates all aspects of the sales process and allows your sales professionals to utilize one tool to completely manage the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone's and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.