

Executing Sales Strategies Event Hosted by Compass Sales Solutions!

Boise, ID – (June 2016) Compass Sales Solutions, the industry leader in sales opportunity software, is excited to host their Annual Sales Education Event that will provide the dealer channel with the insights from leading industry dealers on their specific and repeatable tools that allow them to engage and win in the increasingly complex sales environment.

Our Sales Strategies event is being held August 3rd and 4th directly preceding the BTA West Conference in Las Vegas, NV. This is not your typical industry meeting! Take advantage of the great presentations by notable expert speakers on industry driven topics presented by the dealer, for the dealer. This 2-day event will provide you with the necessary tools you need to build your knowledge for greater success in your business!

Topics include: Sales Automation Workflow, MPS Execution, Successful Client Retention, Automating Inventory & Forecasting, Managing Opportunities & Reporting and Compass Development Roadmap. You will also walk away with tools and ideas you can take home and utilize immediately. Take aways include Sales Material & Checklists, Proposal Templates & Educational Materials, as well as a Free Base Management Assessment, and each dealer will be provided with an easy to use base management calculator to help identify territory and upgrade potential.

“We are excited to be hosting this event! Great presentations with ideas from the dealer, presented by the dealer, and designed for the dealer! Achieving success in the ever changing sales environment can be made easy with these ideas on how to execute a proven sales strategy.”— Jim McMeel, Vice President of Sales, Compass Sales Solutions.

Make the decision to attend! This event will allow you the opportunity to visit with other successful dealers and share best practices as it relates to success within your sales organization! For more information, contact info@compasscontact.net or call us 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.