Oracle Sales Cloud
Core Sales Force Automation

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SALES CLOUD

Oracle Sales Cloud offers an array of capabilities built to meet the essential needs of sales reps and sales managers. Easy-to-use productivity tools such as sales coach, opportunity assessment, call reports and a centralized team calendar keep sales reps on track with the information and guidance they need to close more deals. Oracle Sales Cloud increases sales teams' effectiveness and encourages critical communication about each in-flight opportunity.

KEY FEATURES

- 360° Customer View
- Product Recommendations
- Sales Coach
- Sales Lightbox
- Lead and Opportunity   Assessment
- Call Report app
- Deal Calendar
- Task Notification

KEY BENEFITS

- Increase productivity and provide a consistent sales methodology based on best practices using Sales Coach
- Determine pricing eligibility and lead quality using assessments
- Share and re-use slides from the best sales presentations
- Easily access appointments and task lists from a phone, tablet or email
- Log a call report and share it with your team anywhere and anytime
- Balance resources and prioritize key sales activities using team calendar
- Create a catalog of products that sales reps can use when entering opportunities and leads

Know More

With critical customer information consolidated and presented in one place, sales reps can quickly gain a 360° view of their customers from the account and contact pages, including:

- A full profile that includes a contact influence map and an account hierarchy
- Owned assets and cross-sell and up-sell recommendations
- Associated leads, opportunities, quotes, and orders
- Sales team members and their contact details
- A full outline of open and completed sales activities
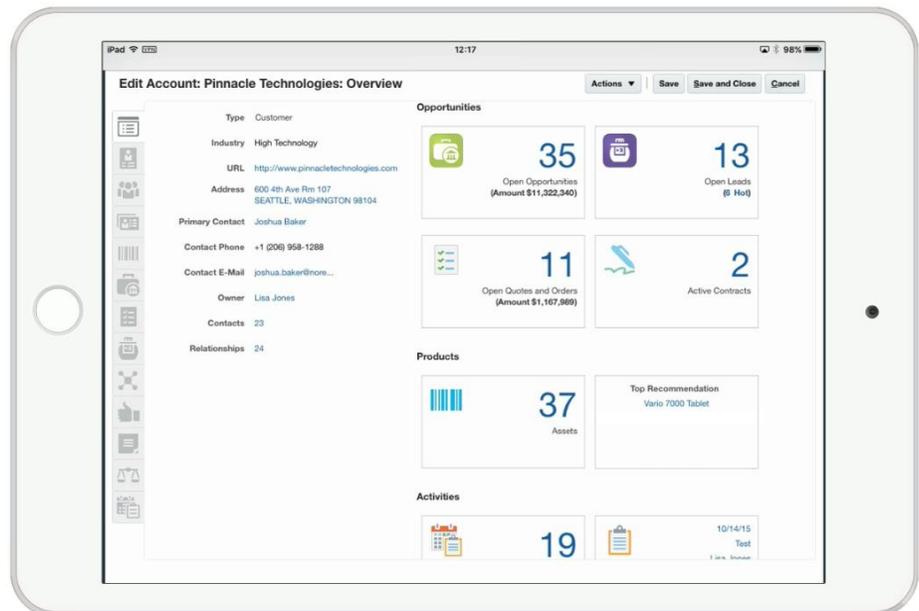- Contract details

Image1: The account and contact pages offer a full 360° view of customer information.

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Evaluate and Assess

Leverage Oracle Sales Cloud assessments to evaluate leads, opportunities, accounts, contacts and households. Sales reps can ensure pipeline quality and close more deals by:

- Pursuing qualified leads
- Measuring customer satisfaction or risk of competition
- Determining discount eligibility
- Analyzing relationships with contacts
- Identifying potential competitor threats
- Recognizing subjective or financial factors that might put an opportunity at risk

Image 2: Assessments help sales reps determine discount eligibility for opportunities.

Image 3: Customer satisfaction surveys help sales reps identify potential references.

Guide Sales Actions

Oracle Sales Cloud helps sales teams track and manage the full lifecycle of sales opportunities, from the initial sales discovery to the final contract agreement. Sales Coach guides sales reps through the sales process with easy-to-use task lists and recommended actions at each stage. Providing approved collateral and templates ensures consistent sales methodology and reinforces best practices.
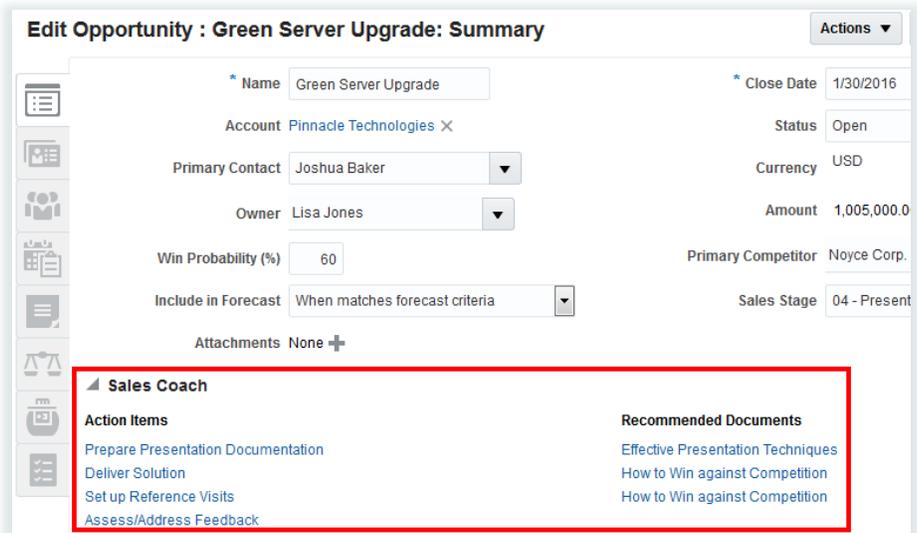
Image 4: Sales Coach guides sales reps through tasks and offers recommended documents.

Share Presentation Content

Sales Lightbox is a collaboration tool that enables sales teams to quickly and easily share a library of Microsoft PowerPoint™ presentations. Sales reps can create new presentations by adding individual slides or full presentations to the shopping cart.
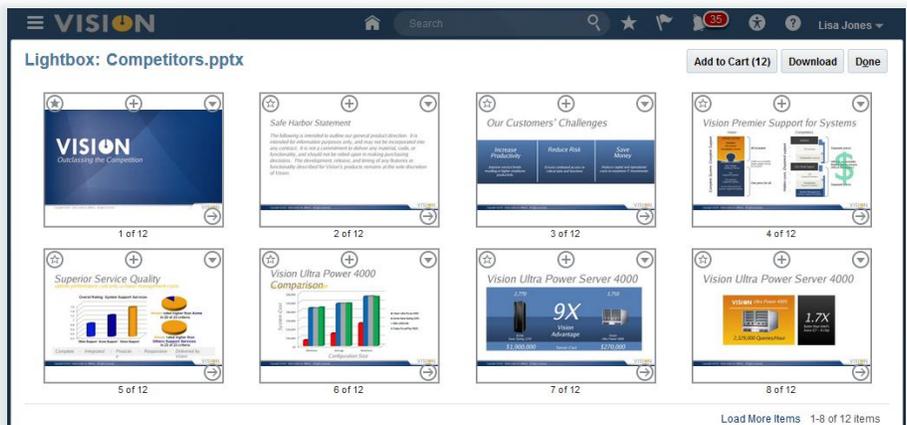

Image 5: Sales Lightbox allows sales teams to share and re-use presentation slides.

Increase Sales Productivity

Oracle Sales Cloud offers visual, simple-to-use activity management tools that sales reps can access from a mobile device, on the web or within email.

- View appointments and tasks
- Log a call report
- Send attendees a meeting recap
- Add follow-up tasks
- Post deal updates to Oracle Social Network to keep all account team members informed

Image 6: The Call Report app helps Sales Reps prepare for meetings and log calls.

Coordinate Sales Activities

The Deal Calendar enables sales teams to better coordinate sales activities by providing a consolidated timeline view of all of the appointments for an opportunity or account. With the deal calendar, sales reps can:

- See the full schedule of recent and upcoming appointments for an opportunity or account
- Switch between calendar views, including day, week, month, and agenda
- Create and access saved opportunity, account and team calendars from an easily accessed side panel
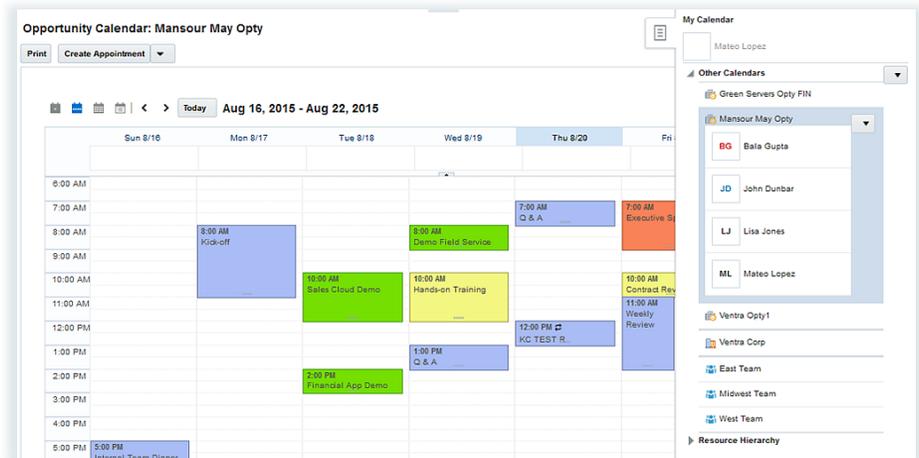

Image 7: The deal calendar offers a consolidated view of sales activities for an opportunity.

Gain Insight into Team Activities

With Oracle Sales Cloud, sales managers have prebuilt reports to measure their team's activity metrics and can see into their entire team's calendars in a tablet-friendly timeline view. Sales managers can:

- Set activity goals

- Review how many customer visits or calls have been completed by each sales rep on their team
- Use the team calendar view to coordinate travel for key customer visits
- Monitor where sales reps spend their time and channel the best resources toward important prospects and customers

Image 8: Sales analytics offer insight into team activities.

Tools for Sales Teams

Oracle Sales Cloud offers complete, innovative, and proven tools that sales reps can use to easily perform common tasks and gain quick insights for optimal productivity. With easy availability on mobile devices, on the web, and within email, sales teams have innovative productivity tools they can use to close more deals.

CONTACT US

For more information about Oracle Sales Cloud Core Sales Force Automation, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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