



Wholesale and Distribution organisations face a unique set of challenges when running their business. In order to succeed and overcome such challenges, a deep knowledge of each customer relationship is essential. Microsoft Dynamics 365 keeps track of customer information, purchase history, organisational hierarchy and other important processes, allowing you to better serve your customers and grow your organisation.

Our wholesale software and distribution CRM enables organisations to focus on retaining and developing relationships with existing customers, as well as managing new customers from the first interaction.

Our CRM software is suitable for:



Wholesalers



Distributors

3 common challenges Wholesale & Distribution organisations face:



Non-integrated Systems



Manual Process



Reporting & Forecasting

Benefits of our Wholesale & Distribution CRM:



Gain a 360-degree view of customers

Our software provides a 360° view of customers and all the transactions, services & records relating to them, all in one place



Save Time & Effort

Streamline & automate manual processes and as a result increase productivity and reduce time spent manually inputting data



Improve Efficiency

Data is stored in one centralised area, accessible to everyone within your business, from warehouse staff and operations to the finance team



Stay Up To Date

Manage products & price lists directly in the CRM, so they can be easily added to any opportunities or quotes to ensure sales agents have up-to-date information



Monitor Key Analytics

Real-time data and analytics allow you to keep an eye on important stats, enabling you to make better business decisions



Improve Communication

Keep track of all customer interactions, what stage of sale they in and future actions that might need to be taken so everyone is on the same page