



Opportunity Management

INTRODUCTION

To effectively manage their sales funnel and meet growth targets, it's critical for sales professionals at construction firms to have visibility to their sales pipeline. In fact, this is required for leaders to be able to accurately forecast revenue and profitability.

To ensure that they are able to operate accordingly, leading construction firms turn to robust software

solutions that can help them drive automation, manage sales-focused tasks, nurture leads, drive collaboration and manage business relationships – including those with general contractors, subcontractors and integration partners. This sets the stage for flawless project delivery.

FEATURES



Find Everything You Need in One Place

- Organize and centralize all customer information.
- Align sales and project teams around a single view of your customers, contacts and opportunity pipeline.



Improve Customer Relationships

- Enable sales teams to have better interactions with customers and prospects.
- Close more deals by delivering a superior prospect and customer experience.
- Convert customers into trusted advocates.



Win More Deals

- Identify and prioritize opportunities that need attention to increase win rates.
- Consolidate all sales opportunities, identify where they are in the sales lifecycle and what needs to be done next.
- Track opportunities as they progress through the sales process.
- Forecast your pipeline and closure timeframes.



Opportunities

Quickly find a sales opportunity or create a new one and view key information, including linked contacts and tasks.



Voice to Text

Automatically convert your voice to text data with the speech recognition capability.



Contacts

View important information related to a contact. Perform additional tasks, such as sorting, filtering or editing contact-related information.



Duplication Check

Scans existing records automatically and checks for duplicates when creating new contacts and organizations.



Organizations

View all companies in your business development app in one place. Perform additional tasks, such as sorting, filtering or editing organization-related information.



Link Related Items

Link key components between records, such as contacts, organization, opportunities and action items.



Action Items

Search, filter, update and create new records to track action items.



Default Settings

Set, sort, filter and save settings as defaults to automate outcomes.



Attachments

View existing attachments in the app.

Opportunity Management

CMiC's Opportunity Management application enables sales leaders in construction to easily visualize deal pipelines, prioritize actions to accelerate the sales process and manage relationships effectively — all with the end goal of converting prospects into customers.

CMiC delivers complete and unified Financials and Project Management solutions for construction and capital projects firms. CMiC's robust software transforms how firms optimize productivity, minimize risk and drive growth by planning and managing all financials, projects, resources, and content assets — from a Single Database Platform™.

4850 Keele St | Toronto, ON | Canada

Main: +1 (416) 736-0123

Sales: +1 (773) 207-3992

Email: sales@cmicglobal.com

Web: www.cmicglobal.com

