

WAVE APP FOR SALES

THE BEST ANALYTICS APP FOR SALES CLOUD CUSTOMERS



With the Wave App for Sales your sales teams have smarter, more data driven customer connections and the knowledge to become trusted advisors. Wave for Sales comes with a collection of dashboards that are personalized to your business, so your team has the power to dive deep and explore, slicing and dicing data down to the individual record. You can go a step further by delivering individualized metrics for every type of sales rep and manager in your business, create and update Sales Cloud records, and extend the app to every use case. Now everyone can see data from multiple angles and uncover insights into how deals are moving through the pipeline.

SALES MANAGERS

Now managers can get an overview of how their team is performing against key KPIs – quota attainment, pipe generation, bookings and sales cycle, and see how their team stack ranks against these metrics as well.

SALES REPS

Reps can monitor KPIs including quota attainment, bookings, open pipe amount, completed activities, and pipe coverage, while focusing on opportunities that need the most attention.

SALES LEADERS AND SALES OPERATIONS

This team can easily spot trends, evaluate opportunities by region, product, and team, analyze historical performances, and identify new ways to optimize resources and make the entire team more efficient.

Wave for Sales Key Capabilities

- Built-in dashboards come automatically populated with your Sales Cloud data
- Pipeline trending and historical analysis help you track pipeline changes across any dimension
- Action framework lets you create and update records and objects from within Wave
- Self-Service Data Discovery lets you slice and dice data, change visualizations, and get cross-object analysis
- Native Salesforce integration provides automatic data flows, security, and trust
- Configurator aligns the app to your business in a matter of minutes, not months
- Rich data flows that allow you to access all your key KPIs and extend your Sales Cloud investment
- Dashboard builder allows you to customize dashboards to your particular business needs in just a few minutes
- Team management helps you identify top performers and coach every team toward success
- Mobile-first design provides instant insight to action, on any device – from phone, to tablet, to watch

NEXT STEPS



Watch the Wave for Sales demo >

Contact us about turning data into sales 800-667-6389.