



Sell more with Salesforce Console for Sales

WITH SALESFORCE CONSOLE REPS HAVE SINGLE-VIEW ACCESS TO SALES INTELLIGENCE, DETAILED COMPANY INFORMATION, AND MULTIPLE LEADS.

Previously available only to Service Cloud users, Salesforce Console is now optimized for inside sales. Reps now have single-view access to sales intelligence, detailed company information, and multiple leads.

They can easily spot important fields on records. See records and their related items as tabs on one screen. Find helpful information through quick access to sales intelligence. Quickly jot notes or log interactions for each record. And manage calls using a SoftPhone without leaving critical data behind.

The result: they'll spend less time digging for data, they'll have time to engage with customers on a deeper level, build pipeline faster, and sell more.

**FOR MORE INFORMATION AND A DEMO, CONTACT YOUR SALES REP.
OR CALL 1-800-NO-SOFTWARE**



The screenshot displays the Salesforce Lead Queue interface. On the left, a list of leads is shown, including Juliana Silvis, Rosa Abelin*, Blake Markham, Florence Wrobel, Celina Lincoln, Eddie Kerry, Maxwell Carone, and Darwin Ashford. The main view shows the profile for Ms. Rosa Abelin*, a VP of Consulting at Universe Design. The profile includes contact information, social media links, and a list of activities. The interface is annotated with numbered callouts: 1 (Salesforce logo), 2 (lead name and photo), 3 (SoftPhone icon), 4 (Prospect Activities table), 5 (social media icons), 6 (Lead Detail table), 7 (Activity History table), and 8 (Pardot Scoring section).

HERE'S WHAT YOU GET:

- 1 Access information from a single interface: one view, one way to see everything you need to connect with colleagues and customers.
- 2 See records and their related items as tabs on one screen: easily zero in on critical information at your fingertips.
- 3 Manage outbound and inbound calls using a SoftPhone.
- 4 Get instant insights pushed to your screen: stay on top of the latest information you need to sell more, faster.
- 5 Connect with your customers across multiple channels: Now every part of your business can engage with customers in entirely new ways.
- 6 Spot important record fields fast: eliminate time wasted digging for data.
- 7 Quickly jot notes or log actions on each record: document cases with ease and simplicity.
- 8 Integrate with Pardot Marketing Automation: give reps complete insight into the prospect journey and the ability to tap into nurture campaigns.

