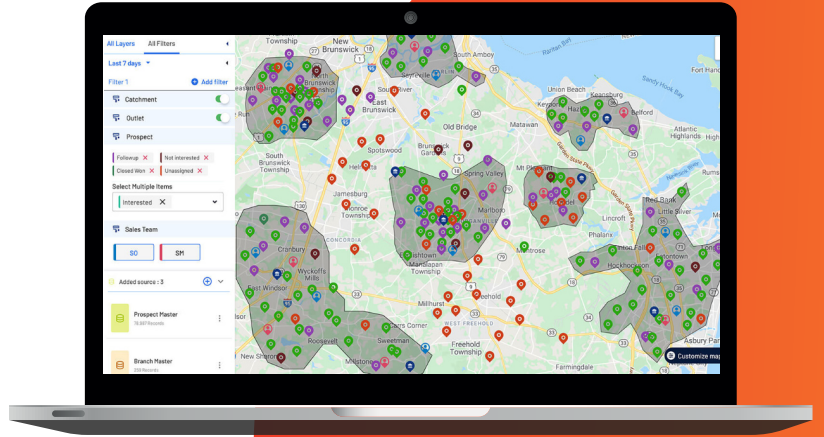


Master Territory Management Today

Discover Untapped Opportunities with Optimal Territory Planning



Win Territories. Expand Sales Coverage.



Balanced Territory Design

Allocate leads optimally to sales reps with a balanced territory design.



Maximize Sales Coverage

Design territories strategically, assign reps by area definition to right size sales teams and boost coverage.



Enhance Sales Engagement

Be the first to engage with leads and customers and nurture meaningful interactions.



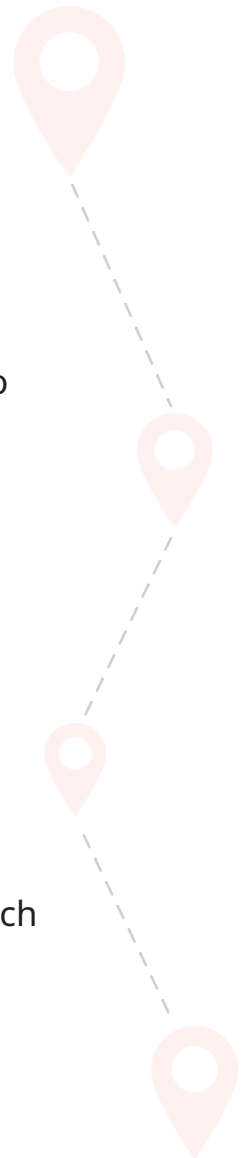
Boost Sales Efficiency

Ensure effective scheduling and dynamic route planning for each field sales team to maximize selling efficiency.



Detailed Territory Insights

Measure and compare territory performance, get drilled down analysis of each territory.



Features Our Customers Love



Area Categorization

Categorize areas using multiple criteria to get detailed area gap analysis and reduce overlapping territories.



Lead Area Definition

Align lead areas using zip code mapping and easily plot lead area clusters on the map to balance resource utilization.



Territory Alignment

Align territories by various criteria including revenue potential, prospects, point of interest data, competition presence, and more.



Cluster-based Analysis

Design area clusters for territories using multiple criteria and customize clusters by business needs.



Market Insights

Refine territory strategy by uncovering new sales trends and mitigate the risk of missed opportunities.



Predictive Analysis

Use predictive analytics to identify the next big opportunity, create and modify territories and drive focused selling.



Territory Performance Management

Measure, monitor, and compare performance across multiple territories using customizable reports and dashboards.



Advanced Reporting and Analytics

Power sales operations with detailed accurate analysis using point of interest data to get incisive insights .