



Delight your clients through engagement

The Next Generation Sales
Automation Platform



Do you face any of these challenges with **field sales**?



Execution

No insight on how often reps meet with clients and which offers are pushed during visits.



Engagement

Poor reps' focus on key sales activities.

High turnover of reps.



Consistency

Hard integration of field and digital sales channels.



Are you looking for a **flexible** and **cost-effective** solution?

Meet Sellions. The Next Generation
Sales Automation Platform that will
transform your business.



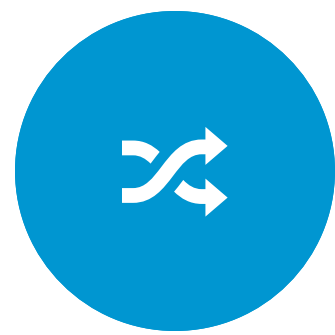
Challenge

Market

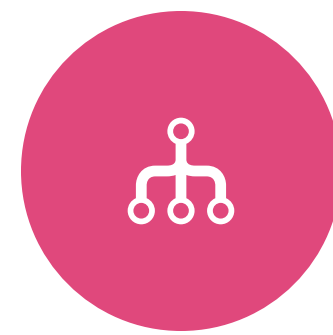
Solution

Contact

How is Sellions “The Next Generation”?



Obsessed
with **flexibility**



Designed
for **omnichannel**



Driven
by **engagement**

... and cost effective.



Challenge

Market

Solution

Contact

Over **100 000** people have used our applications since we were founded in 2013.

FMCG



Pharmacy



Telco



Challenge

Market

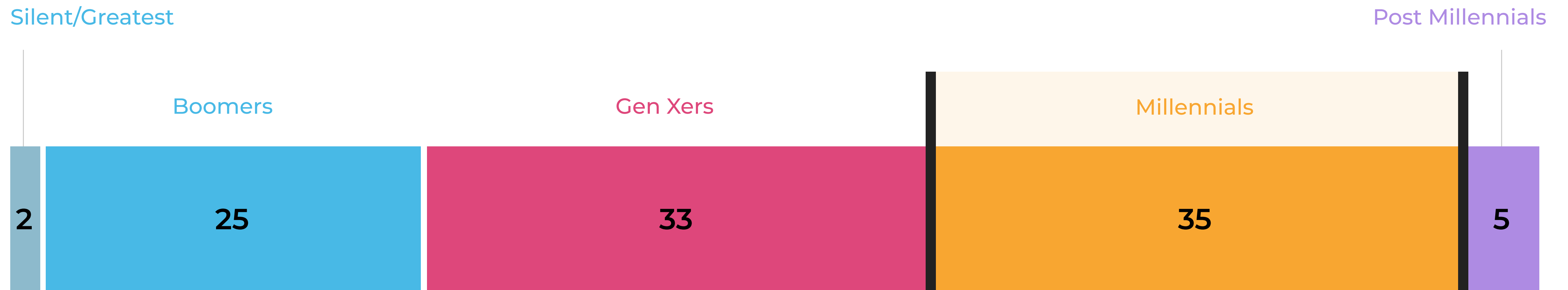
Solution

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The landscape of B2B sales has changed

Millennials became the largest generation in the workforce. They are the new decision makers in B2B.

Source: pewresearch.org



Challenge

Market

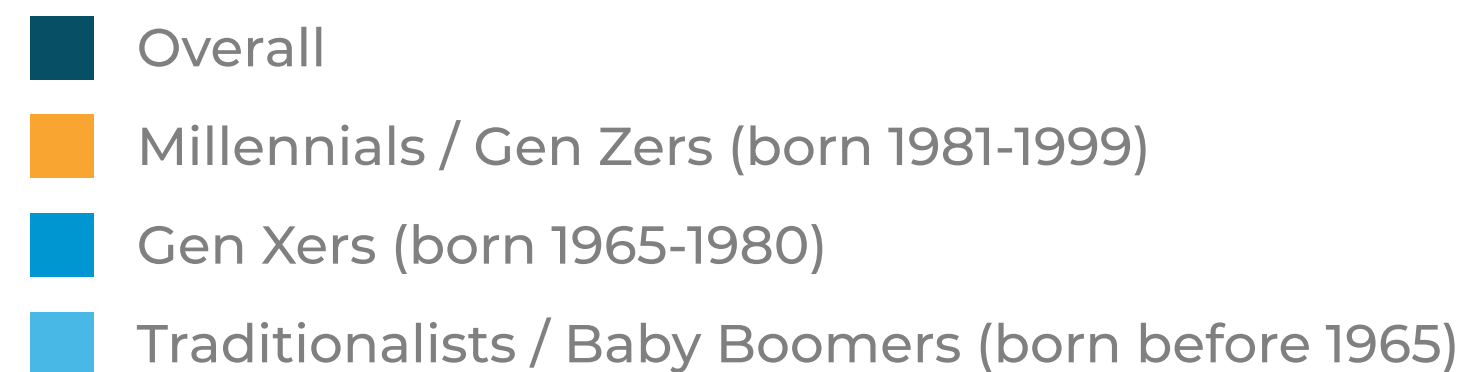
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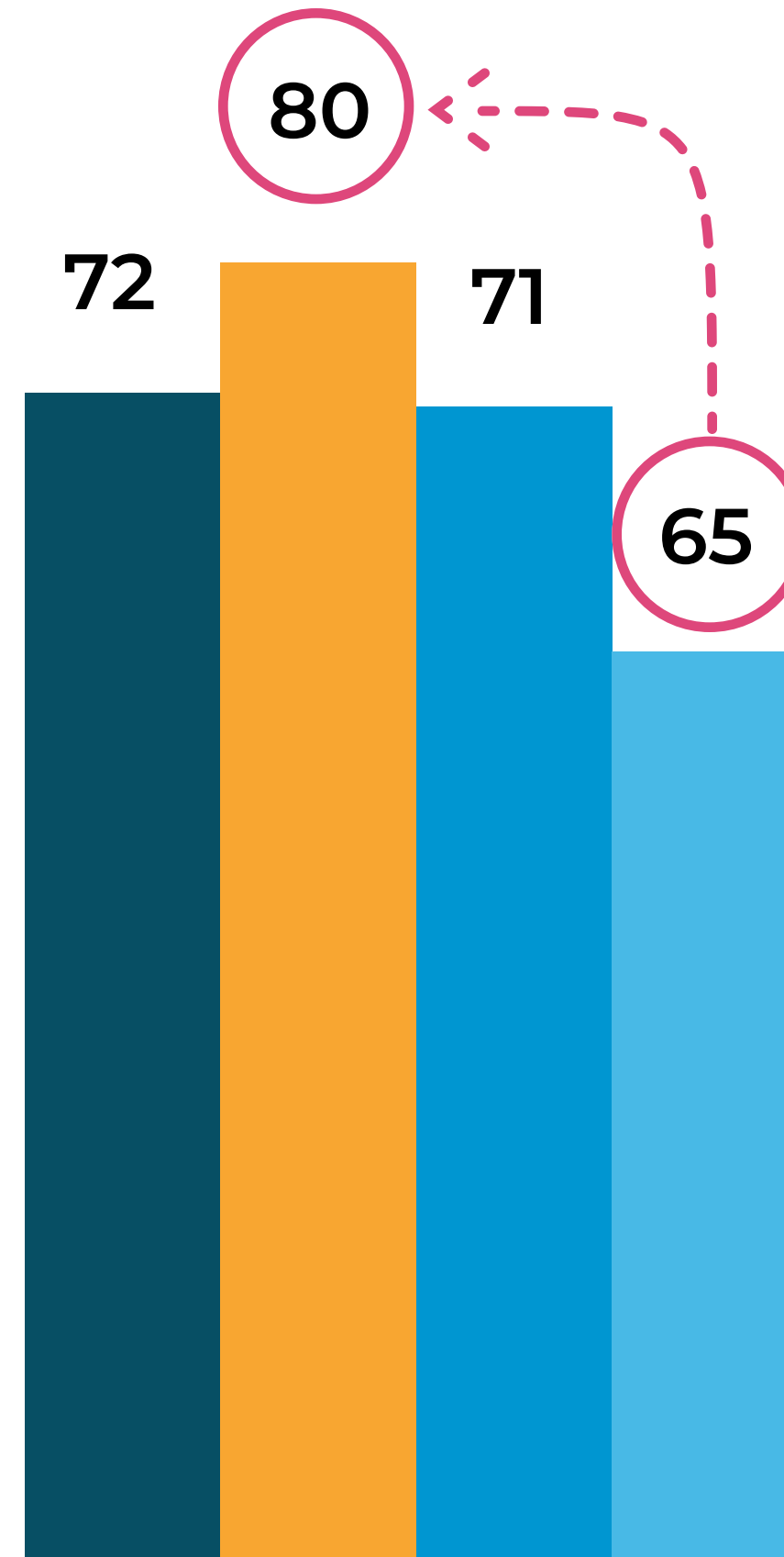
New generation, new expectations

Based on what they are used to in B2C, Millennials expect B2B buying processes to be:

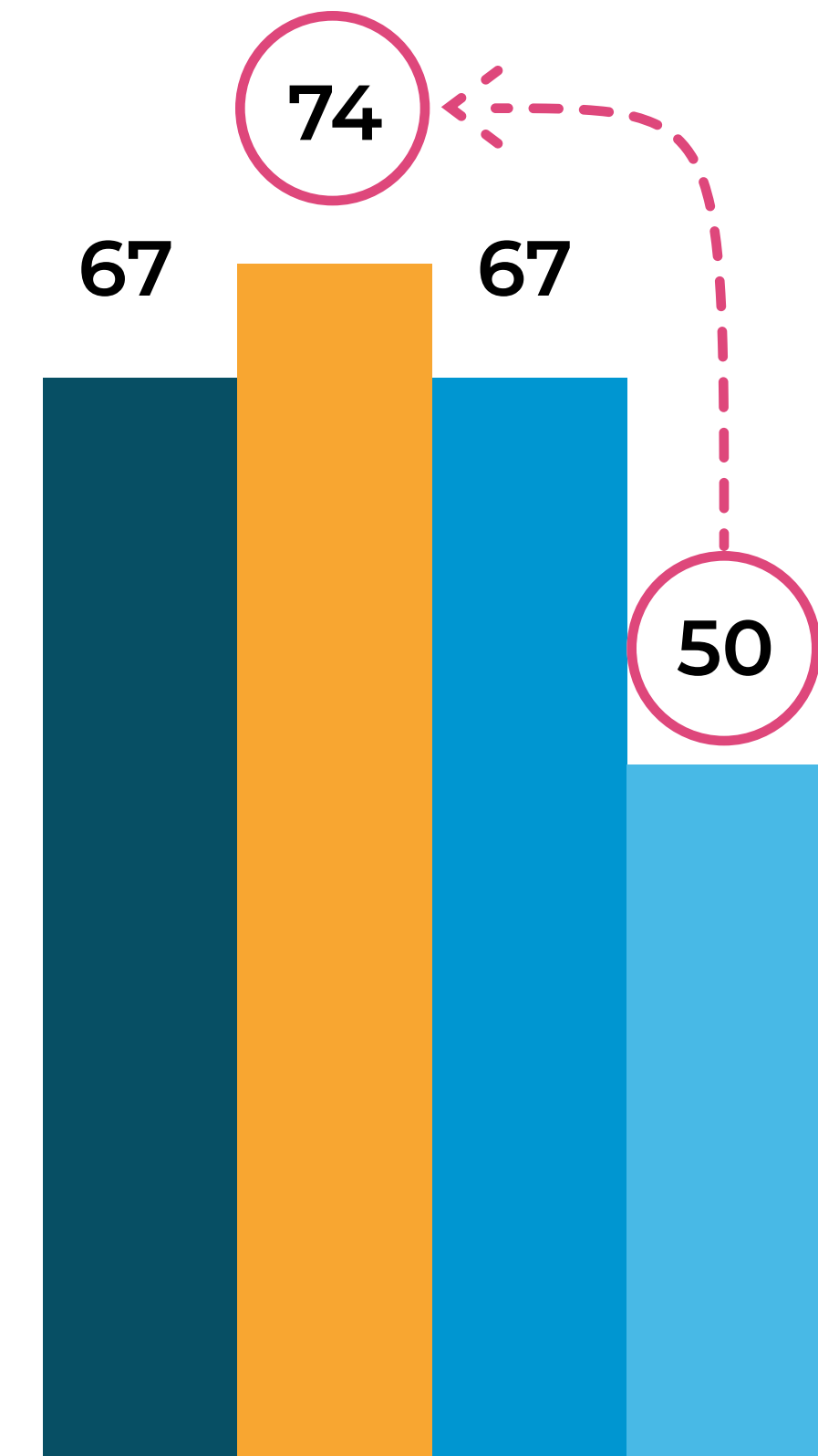
- Focused on **experience**
- Highly **personalized**
- **Digital**



Source: MarketingCharts.com



I expect vendors to personalize engagement to my needs



I have switched vendors for a more consumer-like experience



Challenge

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Current systems don't catch up



CRMs are **hard and expensive** to align with omnichannel experience expected by the new generation of clients.

*CRM's has long been focused on the manager's experience, **not the primary user's experience.***

<https://trifinlabs.com/post-implementation-problems-salesforce/>



They also **fail to drive engagement** among reps, as they come from managers' reporting perspective.

*Sales reps explicitly called out CRM as their **biggest frustration.***

<https://www.forbes.com/sites/kenkroque/2018/01/10/why-sales-reps-spend-less-than-36-of-time-selling-and-less-than-18-in-crm/>



Time to change perspective

We believe that meeting the needs of new generation of clients is only possible with **engaged** and **digitally empowered reps.**



Challenge

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Sellions played a key role in a tremendous success of our longterm competition „BATalia”. Gamification was the crucial element that contributed positively to motivating and **engaging** our field force.

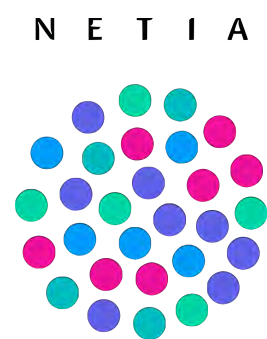


Sławomir Hirsz
Sales Suport Manager
British American Tobacco

+1,3 p.p.
market share



Sellions mobile application has received a warm welcome from my sales team. Representatives appreciated how **intuitive and easy to use** it is.



Adam Wieczorek
Sales Director, Key Accounts
Netia S.A.

100%
reported meetings



Key benefits



Reduced Time-To-Market

with modular platform, quick integration and drag-and-drop design of customer journeys.



Consistent experience across channels

with easy personalization of sales visits and digital communication scenarios.



Higher engagement

of sales teams with intuitive mobile application, driven by gamification.



Reduced Time-To-Market

Choose only the modules you need and **easily integrate** them with your systems or go for a full CRM solution.



Challenge

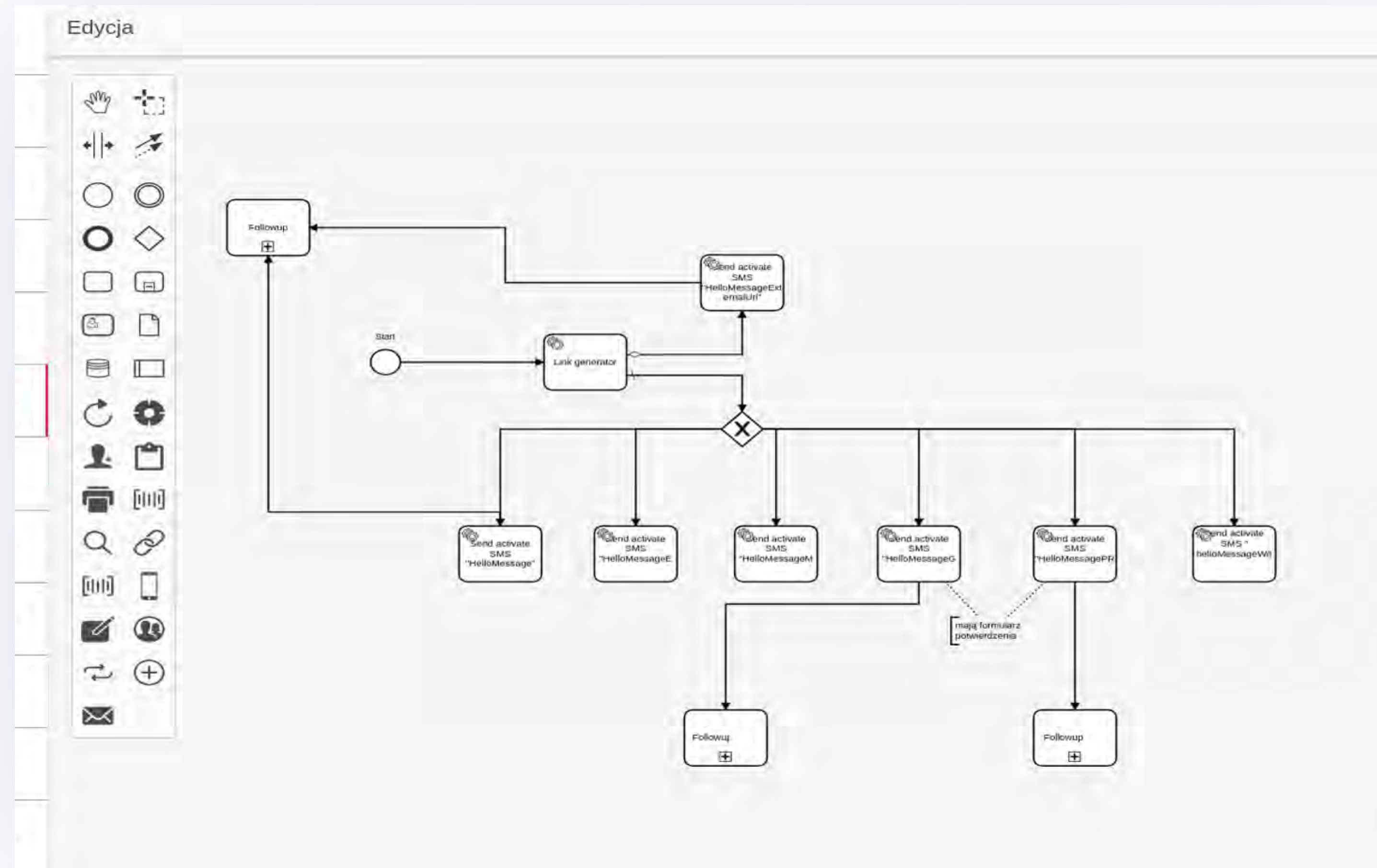
Market

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Reduced Time-To-Market

Design and launch omnichannel campaigns in a matter of clicks with „drag and drop” customer journey designer.



Challenge

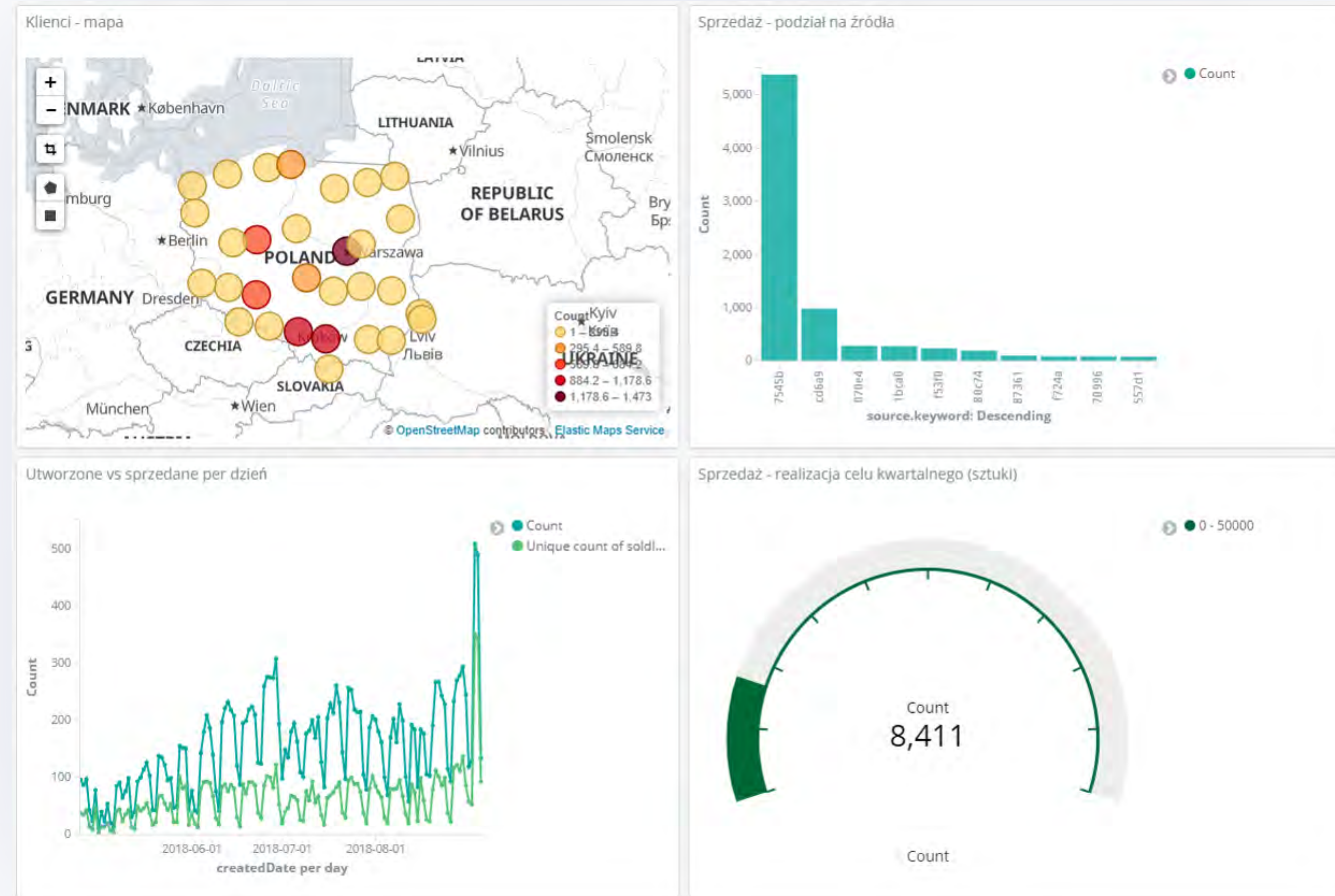
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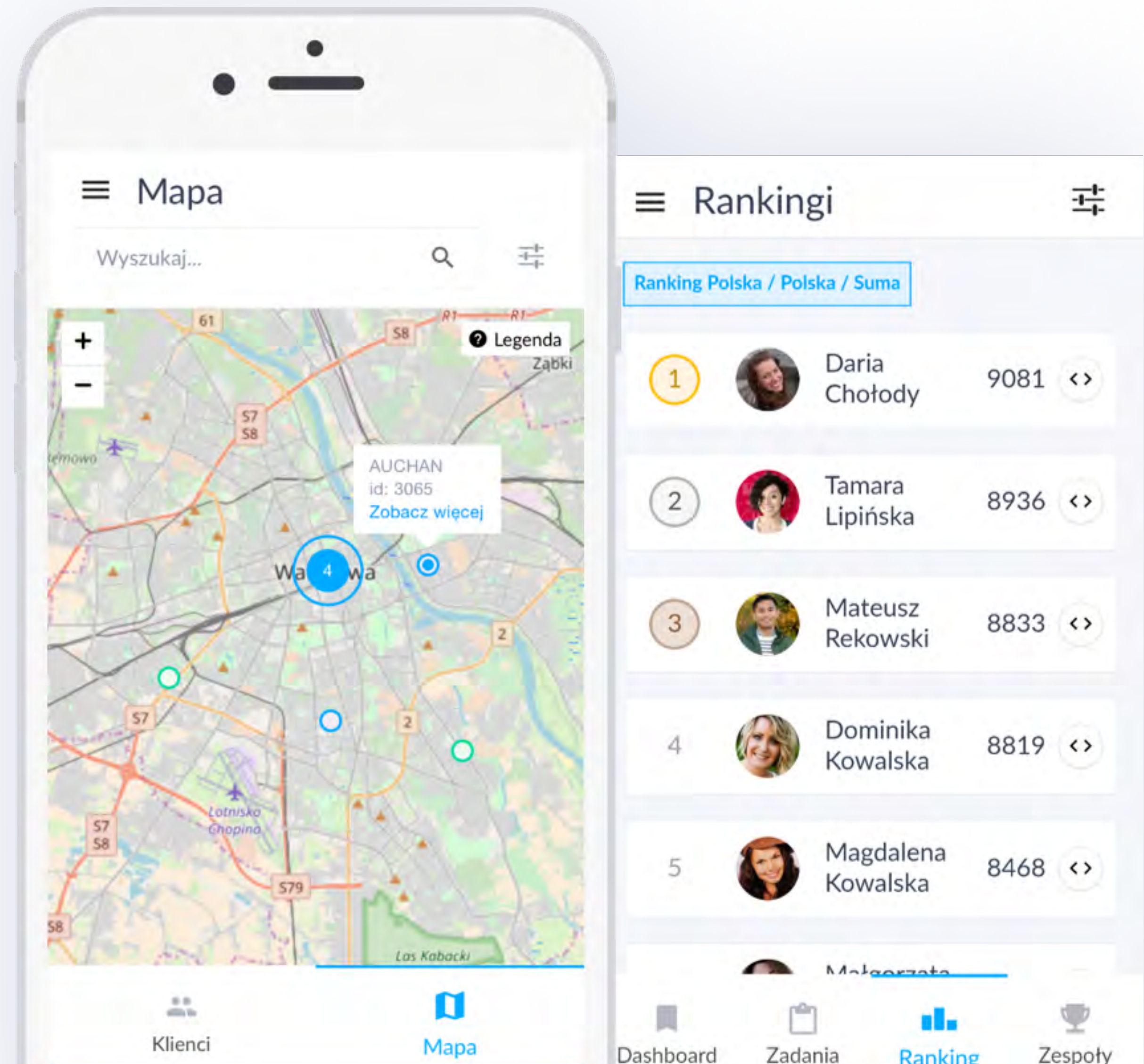
Consistent sales experience across channels

Easily personalize sales visits and digital communication scenarios with client segmentation, behaviour scoring and clear visualization of data.

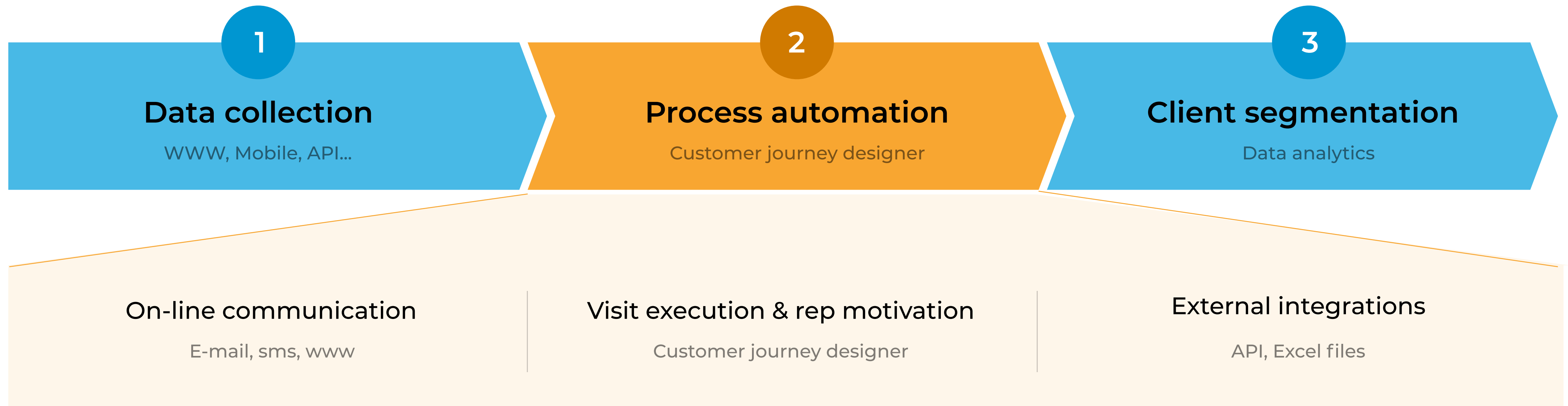


Higher engagement

Engage reps by providing them with client information and reporting capabilities in an [intuitive mobile application](#) driven by gamification.



How does it work?



How can we help delight your clients?

sellions 

Contact us to learn more



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