

 Microsoft Dynamics 365

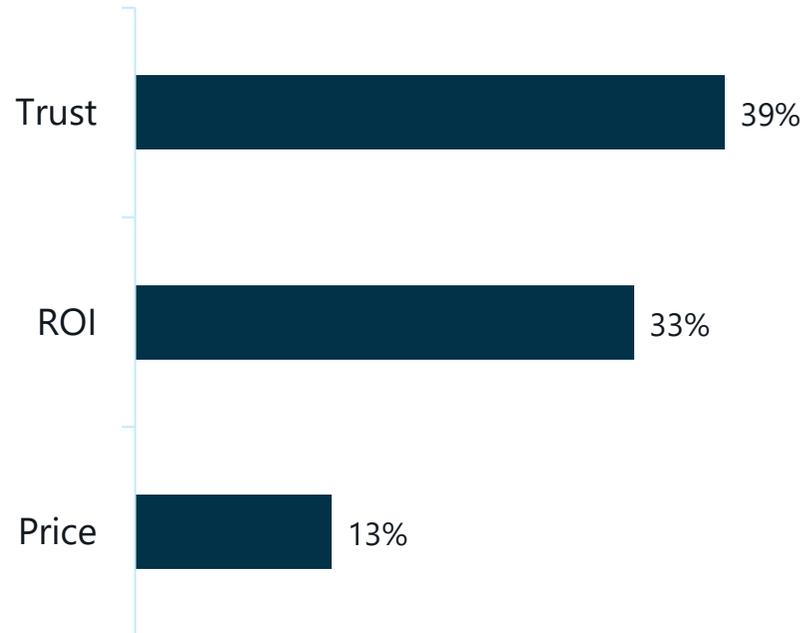
# Turn relationships into revenue

Dynamics 365 Sales

**PANGEA**  
ONE WORLD. ONE SOLUTION

# B2B sales are based on trust and strong relationships

## Trust is the #1 reason for closing deals<sup>1</sup>



## What buyers want from sellers<sup>2</sup>

- 1 Understand my business. Know me.
- 2 Demonstrate excellent communication skills
- 3 Focus on post-sale
- 4 Give me insights and perspective

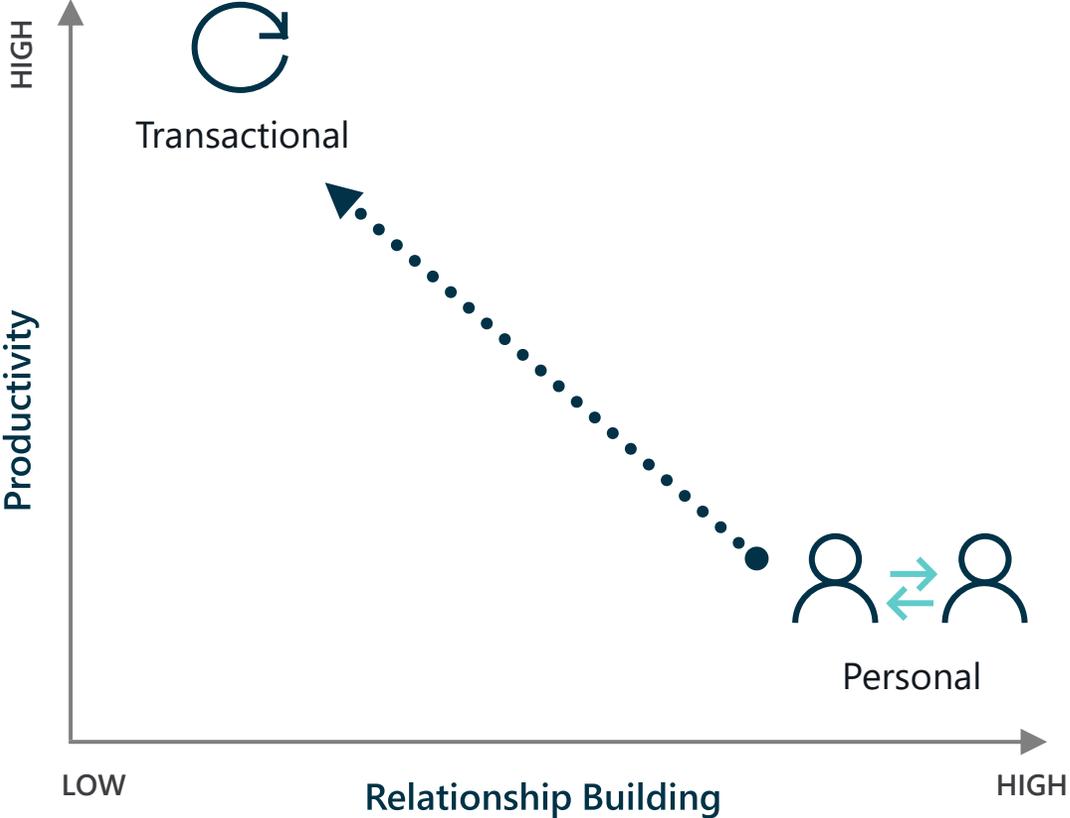
<sup>1</sup> [LinkedIn](#), 2017

<sup>2</sup> [CSO Insights](#), 2018

# But much of sales technology is focused on improving productivity

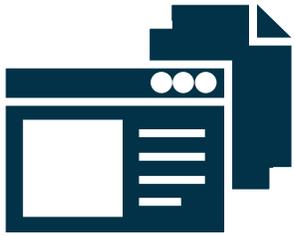


Only 18% of salespeople are considered trusted advisors<sup>1</sup>



<sup>1</sup> HBR, 2017

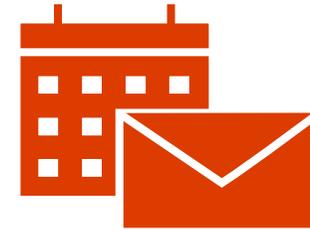
# Disconnected tools, data, and process



CRM

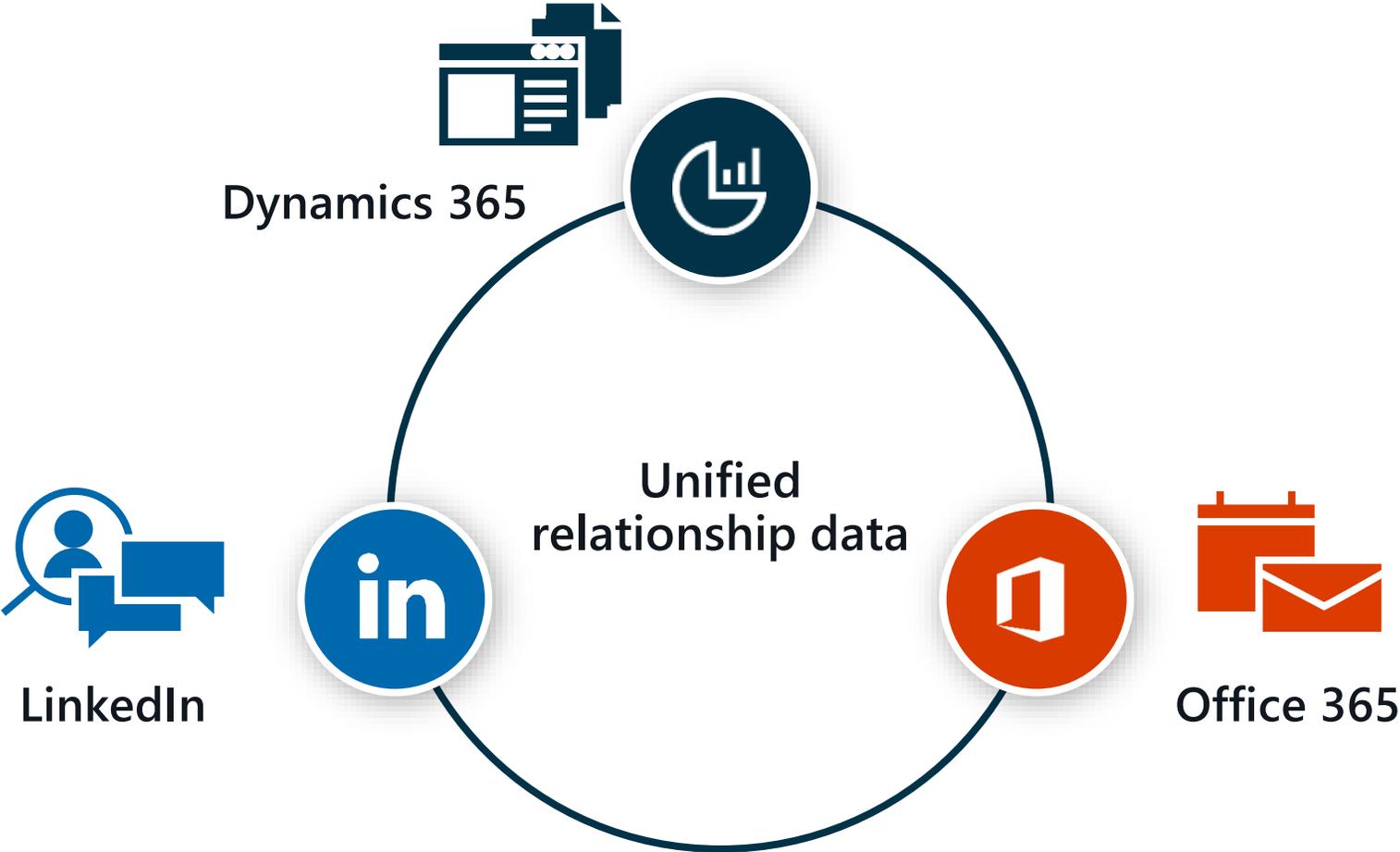


Social networks

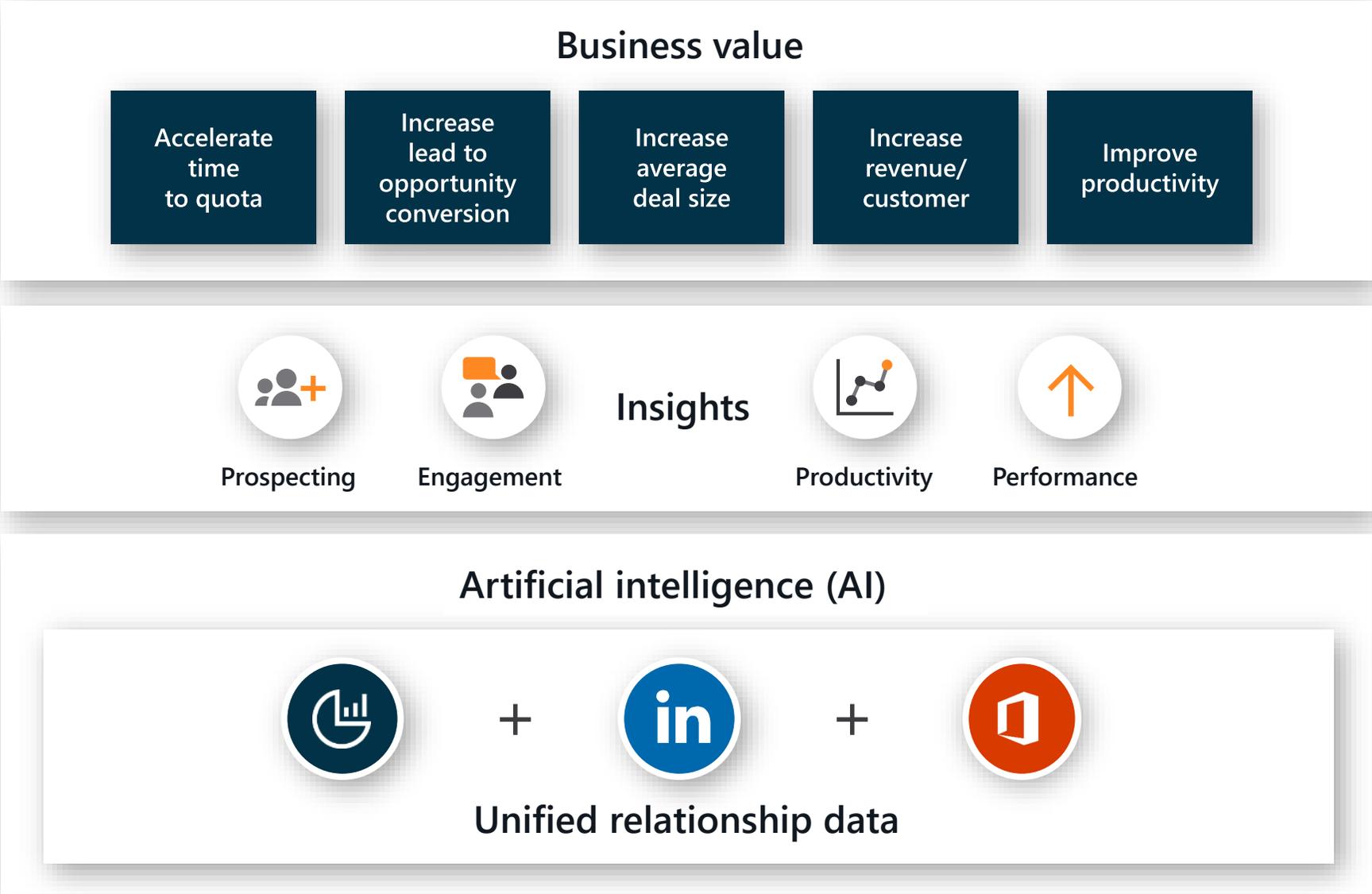


Productivity tools

# Bring relationship data together



# Move beyond disconnected data to real business value



# Microsoft Dynamics 365 Sales and Sales Insights

**Sell smarter**



**Build relationships**



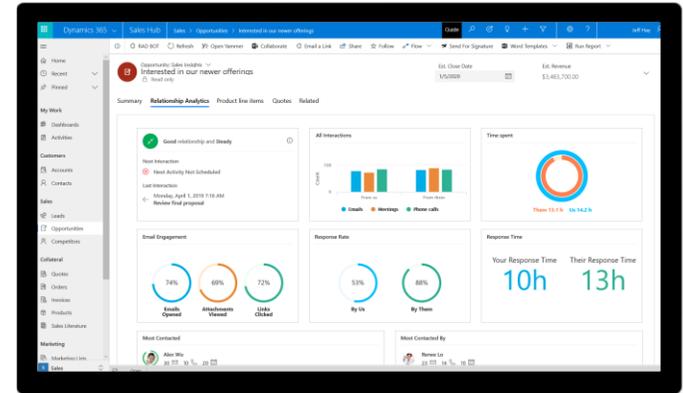
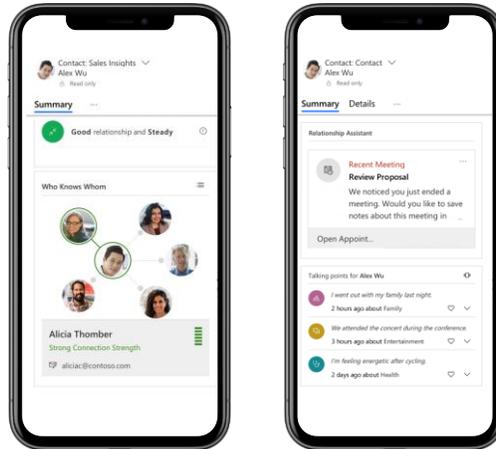
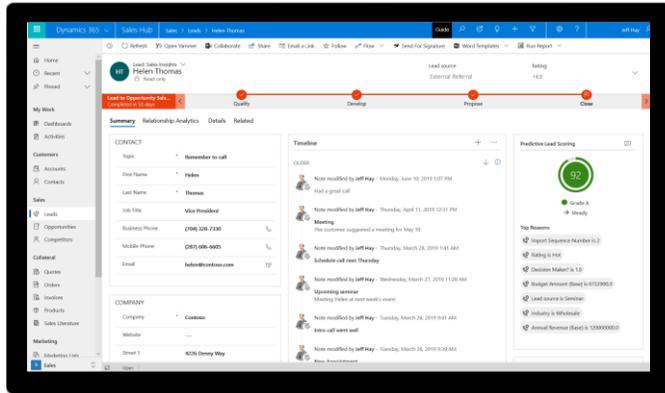
**Boost productivity**



**Accelerate sales performance**



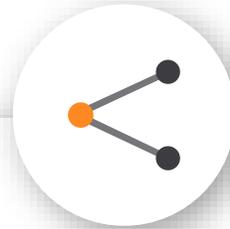
# Sell smarter



Identify and connect with the right buyers

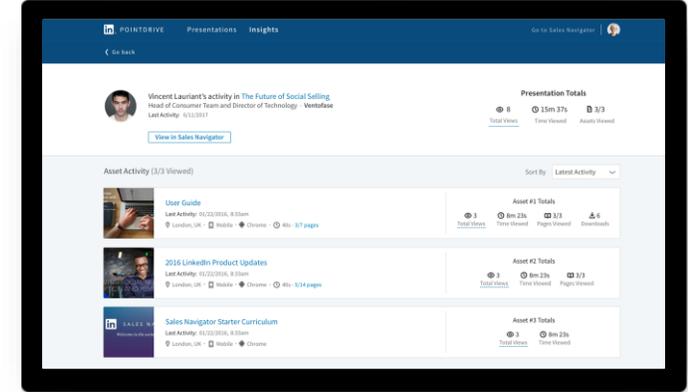
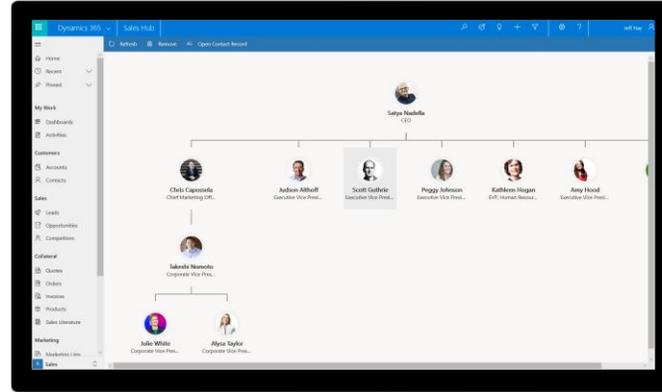
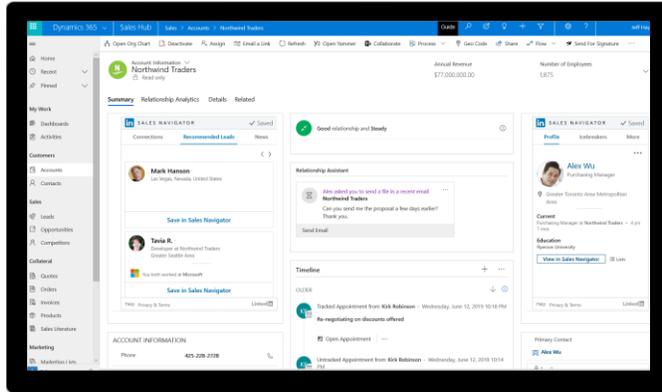


Personalize engagement



Keep relationships on track

# Build relationships



Gain contextual  
LinkedIn insights

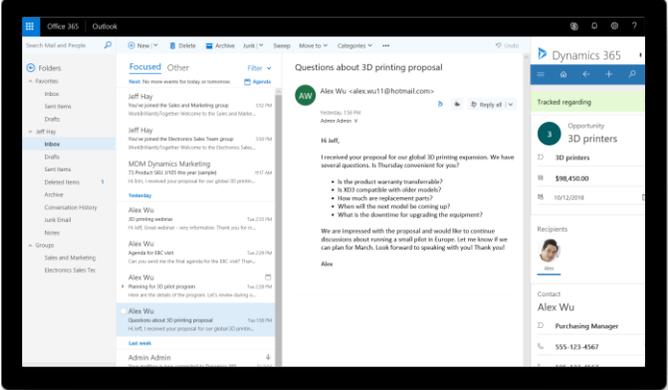
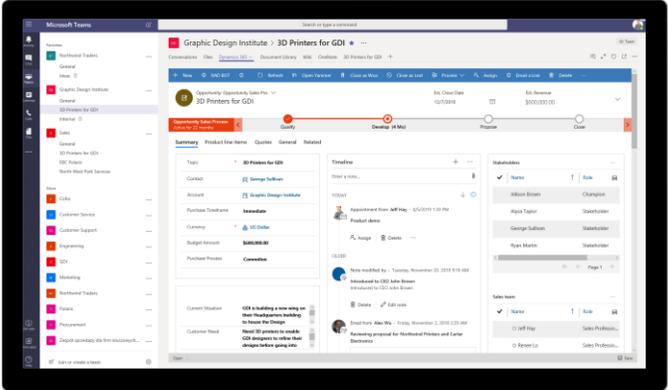
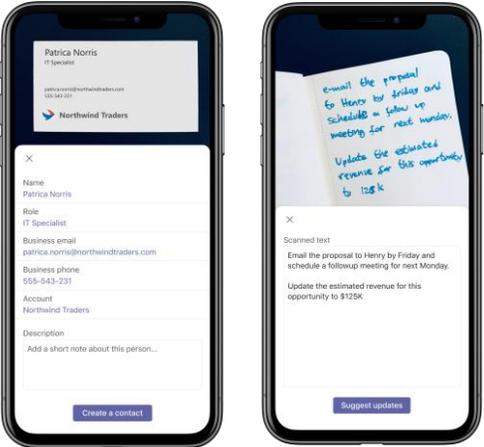


Keep up  
with contacts



Personalize  
content

# Boost productivity



Reduce busywork

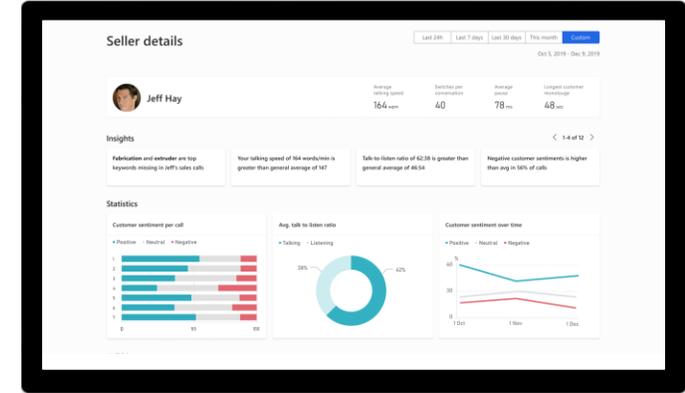
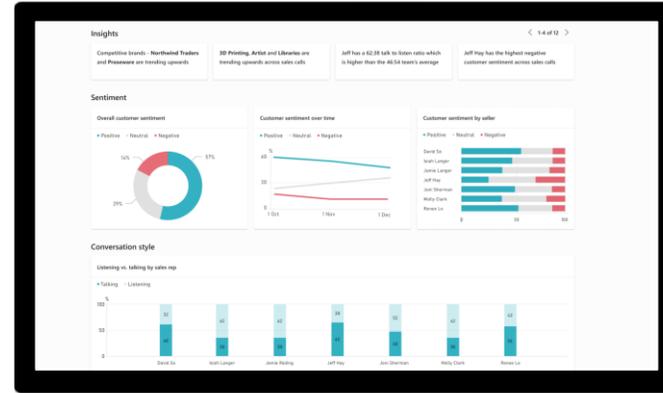
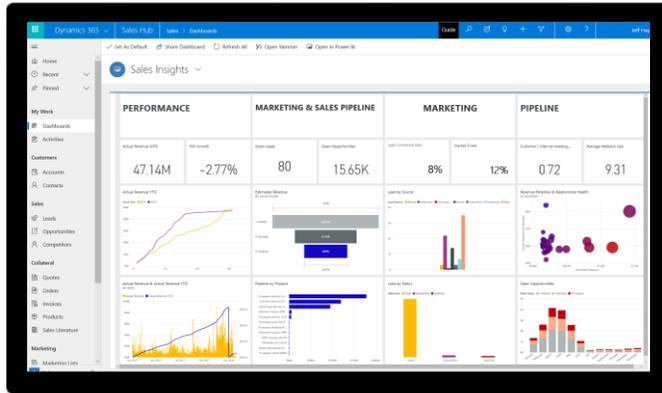


Work better together



Leverage familiar tools

# Accelerate sales performance



Track performance



Gain strategic insight



Deliver proactive coaching



# Take the next step

Learn more about Dynamics 365  
Sales with our expert consultants

[Contact us](#)

