

Waste Sales Rep Module



Prospect visits tracking and CRM module

Want to know how your waste sale reps are really doing? This Wastedge module automatically captures prospect data for you, but it also helps your reps do a better job by reminding them when to follow up prospects or customer contracts due for renewal.

Sales managers can **review rep activity and call statistics any time**. Weekly management reports can be pulled directly from visit records - linking performance reviews to data entered, which **eliminates sales admin effort and paperwork**, and ensures reps enter activities daily, giving management better visibility and more timely info with less effort.

This is a tool your sales team won't want to do without!

Key benefits



- Recycles prospects near renewal dates
- Avoids forgetting follow ups
- Data still available (even if rep not)
- Increases management data visibility
- Reduces administrative effort/cost
- Builds corporate knowledge base
- Fast street find for lift trail replay

Main features...



Sales Rep activity charts

See how many visits are being made per service group in what map area amongst existing customers (run-filling).

Additional features...



- Web-based prospect search by suburb
- Captures correct addresses with one click
- Validates prospect addresses on the map
- Sees nearest customers and days of service
- Sets pop-up re-visit reminders for resign
- Sets contract-renewal date reminders
- Shows where reps are prospecting
- Provides gains and losses summary
- Retains prospect data (not on rep's PC)
- Shows rep success ratios
- Can be linked with Wastedge customer accounts or your own internal systems

“Great for keeping our 30 reps focused!”

National Sales manager

Put your business on the map today!

Visit www.wastedge.com or call: 02 9499 6222