ORACLE®
SALES CLOUD

REPS SELL MORE

- Sell anytime, anywhere, from any device
- Enable better coaching and collaboration
- Empower reps to grow their own pipeline

MANAGERS KNOW MORE

- Act on opportunities—and threats—faster
- Hit your targets with no surprises
- Manage more effectively anywhere, anytime

COMPANIES GROW MORE

- Maximize revenue and optimize sales performance
- Know what to sell to your customers
- Get more from marketing and partners

Oracle Sales Cloud Drives Smarter Sales
Sell More. Know More. Grow More.

Sales organizations are changing rapidly—because they have to. Deals are more competitive. More information is available, but complexity threatens your ability to use it. Revenue targets are—on average—16.4 percent higher than they were a year ago. The facts are hard-hitting:

- 40 percent of sales managers are concerned about missing quota
- Nearly 48 percent of compensation plans simply aren't working
- Reps are spending up to 78 percent of their time away from selling activities

What Do You Need to Drive Smarter Sales?

Those numbers don't have to be *your* numbers. Oracle Sales Cloud offers a complete sales automation solution that gives sales and operations teams the tools they need to close the gaps without surprises, compromises, or hidden costs.

Oracle does this as part of a complete and integrated solution designed to enhance the customer experience (CX) at every customer touchpoint including sales, service, marketing, commerce, and social channels. At the core of the customer experience, Oracle Sales Cloud has what you need to drive smarter sales, including modern mobility, anytime access (even when offline), sales dashboards, sales performance management, and seamless integration with the productivity tools that reps live in. Oracle Sales Cloud combines industry best practices and the industrial strength of the Oracle Cloud to help you and your business sell more, know more, and grow more.

Sales Reps Sell More

We all know that business tools need to be easy and accessible—in the airport, at a customer site, in a hotel—or else your reps won't use them. Oracle Sales Cloud is designed to drive user adoption and help your sale force be more productive by providing "access-anywhere" mobility. Intuitive smart phone and tablet apps make completing tasks a natural extension of selling, and seamless integration to Microsoft Outlook provides users with access to all their CRM information, even when they're offline. So go ahead. Manage appointments, connect with customers and team members, review performance, and update your forecasts—all on the go.

Tools need to empower reps and help them do their job faster. That's why Oracle Sales Cloud embeds in-context coaching and sales collateral at every stage of the sales cycle. In addition to coaching and collateral, Oracle Sales Cloud offers social collaboration tools at every touchpoint—including web, mobile, and Microsoft Outlook—to focus sales efforts and streamline team collaboration. Now your reps have what they need to perform.

And, because sales reps sell more when they take ownership of their pipeline, Oracle Sales Cloud helps them launch and manage their own sales campaigns. Reps can quickly leverage marketing email templates (for consistency and efficiency) and stay on top of campaign results like open and click-through rates.

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Managers Know More

To hit their sales targets, managers need answers to their big questions now—questions like "How are we *really* doing against forecast?" and "Where might a deal slip and why?" At this pace—especially with larger and more complex sales teams—waiting two days for a report to be run or managing by gut and feel isn't an option. That's why Oracle Sales Cloud provides tools to improve information relevance, accuracy, and reaction time.

Analytic dashboards reflect what's really going on—right now—in the context of a manager's day-to-day job. For example, a forecasting trend report shows real-time insights about customers, teams, and the business—like seasonality, recurring sales, and overlay sales teams. With just a click, managers can drill down for more information, make adjustments, or use the power of social collaboration to focus the team on a specific deal. Moving faster from insight to action means that managers can hit their targets without surprises.

And, because decisions can't wait until you get back to the office, mobile dashboards provide managers with insight into their forecast, pipeline, opportunities, and team performance. It's one more Oracle Sales Cloud innovation that helps modern sales managers manage more effectively—anywhere, anytime.

Companies Grow More

Sales organizations remain on the hook for topline growth—but increasing product complexity, sales specialization, and buyer sophistication are changing the *what*, *who*, and *how* of selling. To maximize performance in the field and tap into changing customer needs, Oracle Sales Cloud offers a complete, but modular, sales performance management suite with built-in integrations to the leading marketing automation and social business solutions.

Sales leaders don't have time to wait for territories or compensation plans to be finalized. They need to get the most out of their biggest investment—their people. That's why Oracle Sales Cloud builds sales performance management into how you manage the business. Tools like territory management maximize coverage plans and do "what-if" modeling with live data so you can get the balance right. Built-in incentive compensation and quota management tools help you set clear expectations and keep everyone focused and incented to perform.

Today it's more important than ever to know what your customers and prospects want—and then be able to deliver it in a sales cycle. Oracle Sales Cloud is preintegrated with Oracle Eloqua Marketing Cloud Service and Oracle Social Relationship Management Cloud to provide sales with valuable insights into their customers' social networks, marketing responses, and "digital body language."

At the Core of the World's Most Complete Customer Experience Solution

In a time when customers call the shots, making the sale and winning repeat business means sales has to be on its game and selling smarter. But any interaction with your business—marketing campaigns, service requests, online buying, Tweets, or comments on Facebook—can influence a sales cycle.

Only Oracle offers the most complete customer experience solution. CX from Oracle means an integrated experience for your customers spanning sales, marketing, service, commerce, social and more. It's a strategy that enables leading companies to differentiate, anticipate requests, and deliver excellent customer experiences that fill the pipeline and drive ROI.

CONTACT US

For more information, contact your Oracle sales representative or visit oracle.com/salescloud.

WHAT'S MOST IMPORTANT TO YOUR BUSINESS?

Mastering key sales automation requirements—pipeline, contacts, opportunities, accounts—is essential, but there are even more reasons sales leaders choose Oracle Sales Cloud.

- **Mobility**. Works where and how sales reps work—on the road, selling.

- **Sales Performance Management.** Helps sales leaders focus their teams and get the most out of the biggest investment they have—their people.

- **Marketing and Social Integration.** Provides higher quality leads and insights about customers for sales follow-through.

- **Industrial Strength.** Powered by the world's leading cloud provider and used by one of the world's largest, most complex, and demanding sales organizations—Oracle.

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