

TOP 5 UPDATES FOR DYNAMICS 365 FOR SALES

April 2019 Update

INTELLIGENT SELLING

Intelligent selling with Microsoft Relationship Sales brings together capabilities from Dynamics 365 for Sales and LinkedIn Sales Navigator. As a result, sales reps have easy access to up-to date customer insights from LinkedIn.

ROBUST CUSTOMER INSIGHTS

More customer insights are available to sales reps throughout sales process.

SALES COLLABORATION

The Dynamics 365 app for Microsoft Teams enables reps to collaborate more effectively.

SIMPLE FORECASTING

Forecasting enables sales managers to predict revenue, make more informed business decisions, and predict the performance of their teams.

CONTENT RECOMMENDATION

The Sales Playbook enables organizations to capture knowledge and best practices and convert them to scripted lists of activities.