



Microsoft Dynamics 365 for Sales

Grow sales by empowering your sales team to engage proactively with actionable insights from Dynamics 365, LinkedIn, and Office 365. Find the right opportunities, build trusted relationships, and take swift action with unified relationship data and built-in AI.

"[Our sellers] engage every customer on a personalized, consultative, one-to-one level. In less than two years, the sales team has built a sales-influenced pipeline worth about USD2 billion and used the enhanced seller output to close many of the deals."

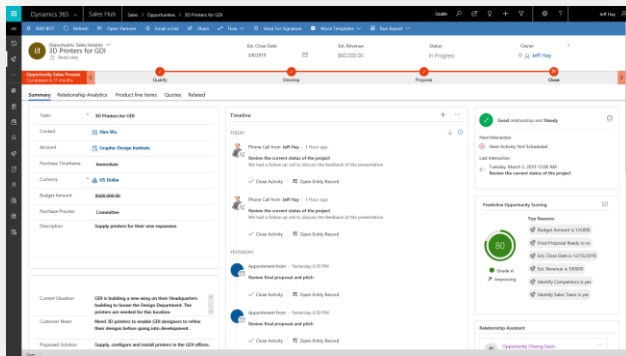
Nitesh Aggarwal
Associate VP, Global Sales Effectiveness
Infosys

"We decided to adopt a customer-centric business strategy. We use Dynamics 365 to capture and unify customer data, so we can understand their goals and needs. Then we can build meaningful customer relationships that create real value."

Julian Downs
Head of Architecture Services
Westpac New Zealand



Enable smarter selling with embedded AI



Identify the right buyers

Increase conversion and win rates with lead and opportunity scoring based on advanced scoring models for likelihood to convert and buy.

Connect with prospects

Increase response rates through warm introductions from colleagues who are already emailing, meeting, and collaborating with prospects.

Tailor engagement

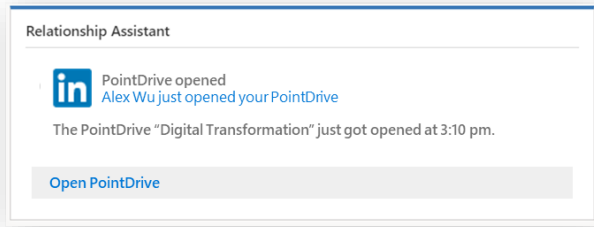
Deliver in-the-moment and relevant interactions based on embedded insights that recommend personalized talking points and next best steps.

Optimize email engagement

Show sellers when and how customers interact with their emails, so they can be more proactive and responsive in their communications.

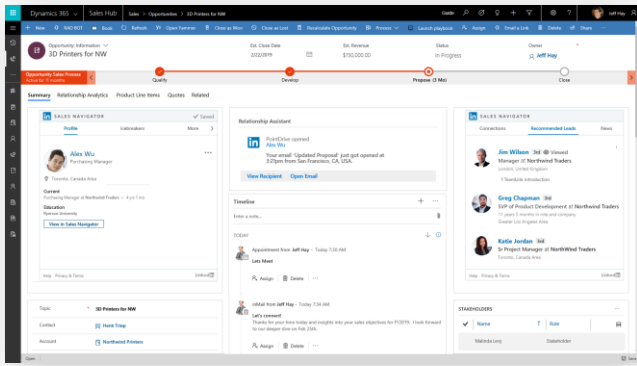
Keep relationships on track

Focus on high priority customers with signals from Dynamics 365 and Office 365 that reveal relationship health and risks.



Make the benefits of AI a reality with [Microsoft Dynamics 365 Sales Insights](#).

Empower to build relationships with authentic and personal engagement



Connect data and processes to enable relationship selling

Unify relationship data with the integration between LinkedIn Sales Navigator and Dynamics 365 for Sales, so sellers have the insights they need to build trust and easily manage relationships at scale.

Gain contextual insights

Get richer profiles with Sales Navigator integration, including related leads and ways to secure a warm introduction.

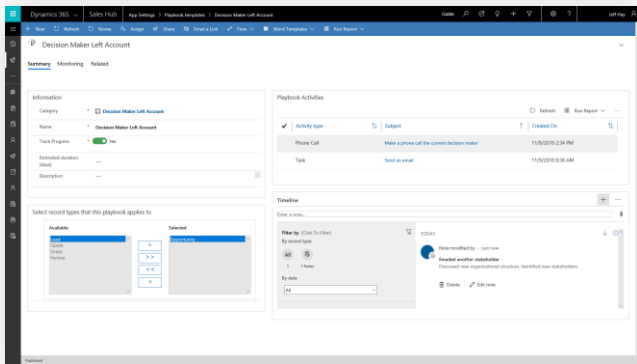
Get a clear view of the organizational structure

Keep track of contacts at an account and understand the relationships among contacts to identify potential stakeholders and influencers.

Personalize content

Collaborate and personalize sales documents with embedded Office 365 tools that fit the way sellers work.

Free up more time for selling



Simplify data entry

Save time with contextual prompts that suggest new records to create as sellers enter notes.

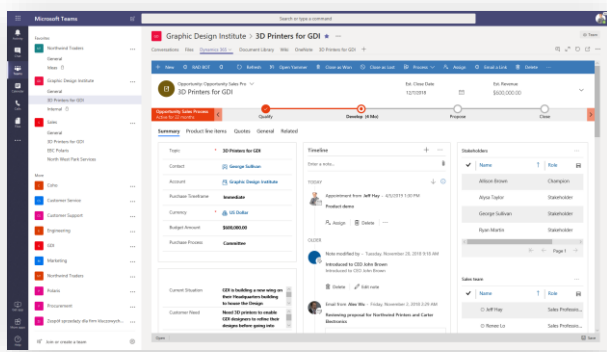
Share sales best practices

Concentrate on selling with sales playbooks that contain repeatable, winning sales techniques and contextual reference materials.

Minimize training

Navigate efficiently through the sales process with a business process UI that provides contextual guidance during every phase of the sales cycle.

Boost seller productivity with seamless tools

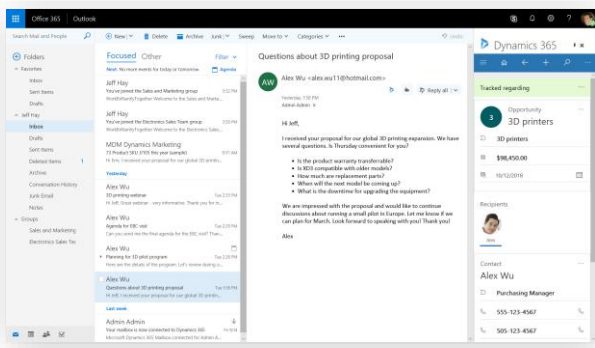


Work better together

Collaborate on deals across functions and geography with customer information and document sharing directly from Microsoft Teams, a modern hub for chat, meetings, notes, documents, and business applications.

Work with familiar tools

Accelerate deals with an end-to-end, immersive experience for opportunity management. Increase seller productivity with familiar tools like Outlook, Teams, Excel, Word, and SharePoint that work seamlessly with Dynamics 365 for Sales.



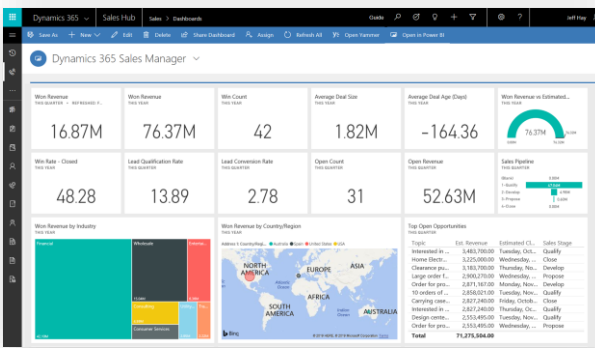
Sell anytime, anywhere

Support work on the go, even when there's no connectivity, with modern mobile applications that provide contextual news, social data, and task flows that increase usability.

Connect with your partners

Recruit, onboard, and strengthen your partner channel through deeper enablement and activation. Give partners a quick view of interactions across opportunities, cases, and other relevant information with partner relationship management.

Accelerate sales performance



Know your business

Spot issues and trends with interactive dashboards and reports based on historical and predictive data. Get answers with rich visualizations using conversational Q&A.

Shorten ramp-up time

Ease onboarding for new sellers. Align sales behavior with best practices using interactive help and documentation.

Motivate sellers

Energize sellers with fun and exciting team-based sales contests. Improve sales performance and hold everyone accountable with a solution that makes results highly visible.

For more information, visit: <https://www.microsoft.com/dynamics365/sales>

Dynamics 365 for Sales

Dynamics 365 for Sales is the next generation of intelligent sales applications that enable your sales organization to grow, evolve, and transform. Choose a plan to fit your organization's needs.

Dynamics 365 for Sales Professional	Dynamics 365 for Sales Enterprise	Microsoft Relationship Sales	Dynamics 365 Sales Insights*
Streamlined SFA with Office 365 integration	Industry-leading sales force automation with embedded insights and advanced customization capabilities	Relationship selling with LinkedIn Sales Navigator and Dynamics 365 for Sales Enterprise	Additional AI-driven insights embedded in Dynamics 365 for Sales
\$65 Per user/month	\$95 Per user/month	From \$130 Per user/month Requires 10 seats minimum	\$50 Per user/month

* Available as an add-on to Dynamics 365 for Sales Enterprise, Customer Engagement Plan, and Microsoft Relationship Sales. Available in EMEA, North America, and United Kingdom geos. Must be deployed in the same geo as the Dynamics 365 instance.

	Dynamics 365 for Sales Professional	Dynamics 365 for Sales Enterprise	Microsoft Relationship Sales
Unlimited users	✓	✓	✓
Sales execution			
• Lead and opportunity management	✓	✓	✓
• Marketing lists, quick campaigns		✓	✓
• Products, price lists, product bundles	✓	✓	✓
• Quotes, orders, invoices	✓	✓	✓
• CPQ and data enrichment solution discovery	✓	✓	✓
• Live org charts	✓	✓	✓
• Sales playbooks		✓	✓
• Competitors, sales goals, territory management		✓	✓
• Product taxonomy, relationships, hierarchies	✓	✓	✓
• Cases	✓	✓	✓
• Partner relationship management		✓	✓
Office 365 integration	✓	✓	✓
Gamification		✓	✓
Knowledge management		✓	✓
Embedded intelligence		✓	✓
Reporting and analysis			
• Export to Excel, advanced analytics with separate Power BI license	✓	✓	✓
• Real-time sales reports and dashboards	✓	✓	✓
Customization¹	Limited	Unlimited	Unlimited
Microsoft PowerApps		✓ P2	✓ P2
LinkedIn Sales Navigator			
• Embedded Sales Navigator in Dynamics 365 for Sales			✓
• Activity sync from Sales Navigator			✓
• Accounts, leads, contacts saved to Sales Navigator			✓
• PointDrive			✓
Dynamics 365 Sales Insights		Sold separately	Sold separately

¹ For more information, please refer to [Dynamics 365 licensing guide](#).

To explore all Dynamics 365 pricing, visit: <https://dynamics.microsoft.com/pricing/sales/>