

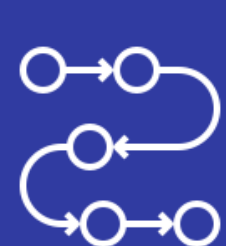
Sales Executives: Top 10 Do's & Don'ts for

Digital Pricing

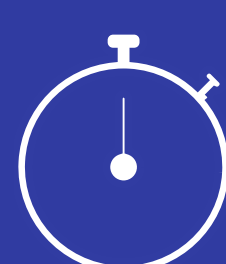
Transformations with CPQ



Top 5 do's



Do automate complex sales processes



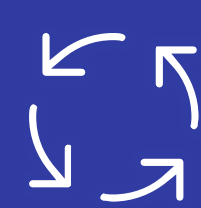
Do monitor how long it takes sales reps to generate quotes



Do make sure that you are maximizing revenue opportunities with every customer quote

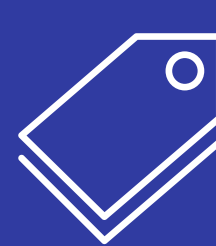


Do consider the customer experience and make the buying process smooth and effortless



Do invest in CPQ software to create a frictionless sales process and enhance your Microsoft Dynamics CRM experience

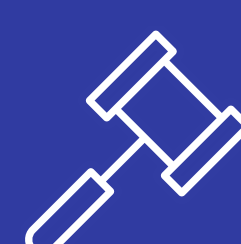
Top 5 don'ts



Don't burden your sales reps with manual pricing calculations



Don't copy and paste customer details from one tool to another



Don't expect sales reps to be unofficial "in-house lawyers"



Don't let approval workflows work against you, but rather for you



Don't implement tools that aren't user-friendly and complicated