



AgroCares

INDUSTRY:
Information Technology and Services

SPECIALTIES:
Connected hardware, Mobile Laboratory Solutions, New technologies, Reliable unique databases, smart farming, precision AgTech, and precision farming

COMPANY SIZE:
51-200 employees

WEBSITE:
<https://www.agrocareds.com/en>

Viktoriia Sakun

Product Manager, Business Developer and CRM administrator

AgroCares

AgroCares is a global ag-tech company based in the Netherlands. The company provides cutting-edge data solutions for the measuring of nutrients and other key parameters in soil, feed and leaf, for a varying range of clients. They are operational in 22 countries, and utilize Pipeliner CRM for tracking sales globally.

“We have international sales managers and regional sales managers responsible for one or several countries,” explains Viktoriia Sakun, Product Manager, Business Developer and CRM administrator for AgroCares. “They see to it that CRM data is entered—accounts, leads and opportunities—and define the right position of each opportunity.”

Documentation is also important. “At the same time, we attach all important documents and emails to help other members of our sales team monitor or learn more about activities in other countries,” Viktoriia adds.



Precision Deal Tracking

With such a diverse range of sales and markets, it's highly important that the company keep careful track of all deals. "Pipeliner helps us monitor each opportunity, so that we can easily see which leads will become opportunities, and which opportunities will be won," Viktoriia says.

"It's also important to understand when exactly a deal will be closed. Is a deal only in the clarification stage, or are we up to negotiation? Pipeliner gives us a very good overview of what's going on in each market."

Reporting to Management

Viktoriia also very much appreciates Pipeliner's reporting functionality. "Reporting is actually what I like the most," she says. "You can generate any kind of report, play with filters, and adjust them to your needs."

Reporting plays an important role for AgroCares. "We need to demonstrate to our management and investors where we're standing at the moment, and how fast we will grow in each market," Viktoriia explains. "We can run forecasts that show when we expect sales and profit."

Super Support

Viktoriia has been very satisfied with Pipeliner tech support as well. "I like that when we have issues, Pipeliner responds rapidly. Any issue has been resolved within a day."

Viktoriia concludes with a recommendation. "From my experience, I would definitely recommend Pipeliner to other companies."

Pipeliner CRM

Enabling Sales Teams, Minimizing Risk!

 **TRY IT FREE**

or

 **FIND OUT MORE**

1		Beaudry, Gilles Sales Representative at Acmecorp	\$ 215,800	100 %
2		Perez, Vanessa Sales Representative at Acmecorp	\$ 192,300	93 %
3		Larson, Julie Sales Representative at Acmecorp	\$ 134,254	62 %
4th		Huang, Lee Sales Representative at Acmecorp	\$ 104,250	59 %



Present a solution
Task

Managing Process
\$6,000.00
Donnelly-Jerde

Target Overview
Period: Current Year (Jan 1, 2018 - Dec 31, 2018) Remaining: 130 Days

Everything is on the right track to achieve Target Goal!

Trend
Target Goal: \$2,000,000.00
Ranked Value: \$7,027,872.91
Weighted Value: \$945,141.38
Balanced Value: \$655,707.22

Weighted Target
\$985,895.63
49%

Target Goal
\$2,000,000.00

Notifications
Tasks: 6 tasks are overdue within 24 tasks
Missed Close Date: 4 Opportunities
Velocity Issues: 15 Opportunities

Suggestions
Ready to qualify: 37 Leads have completed Sales Activities
Ready to move: 20 Opportunities have completed Sales Activities
Old Leads: 37 Leads are still waiting to be qualified.

Calendar
24 Friday August 2018
25 Saturday August 2018
26 Sunday August 2018
29 Wednesday August 2018
30 Thursday August 2018

Mobile View
Open Lead: SP Partners Group
Days in queue: 11
Ranking: ★★★★★
QUALIFY LEAD
Pay attention to this lead!
Labels: FOCUS, HOT, STALLED
Ownership: Kimla, Nikolaus



The Pipeliner Universe — Sales Enablement, Knowledge, Networking

Pipeliner CRM
pipelinersales.com

Sales POP!
salespop.net

Go Ahead!
go-ahead.global

