



# Microsoft Dynamics 365 for Sales

Microsoft Dynamics 365 for Sales empowers sellers with the insights, guidance, and tools to drive personal engagement with customers.

"[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 of Global Sales Effectiveness

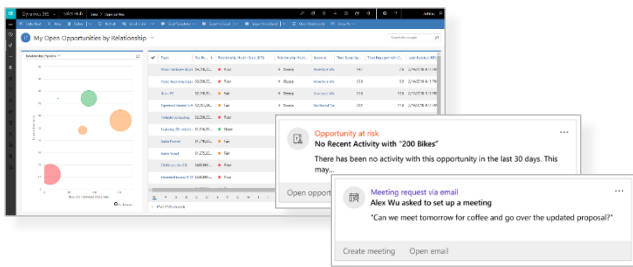
"We can use data to make data-driven decisions and communicate to our teams using actual data. Everyone here is very smart, but the additional insights — based on a single shared version of the truth — make us all smarter."

**Rick Stow**  
Head of CRM, Grant Thornton



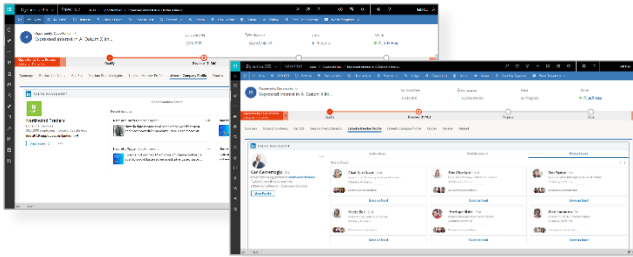
## Key Capabilities





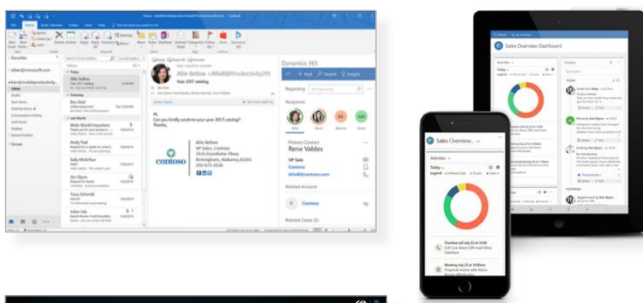
## ACTIONABLE INSIGHTS

Sell smarter with embedded intelligence. Get recommendations and guidance at every stage of the deal so you stay focused on moving deals forward.



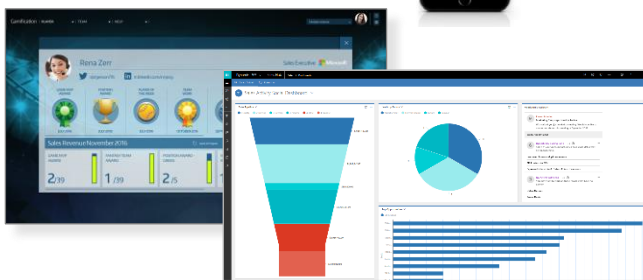
## RELATIONSHIP MANAGEMENT

Foster relationships with authentic and personal engagement. Find and connect with the right buyers and grow sales relationships by combining LinkedIn Sales Navigator and Dynamics 365 for Sales.



## SALES PRODUCTIVITY

Boost productivity and increase revenue. Seamlessly connect business data with Office 365 and LinkedIn data to guide sellers throughout your sales processes - even while on the go.



## SALES PERFORMANCE

Accelerate sales performance. Get visibility into sales performance with analytics dashboards based on historical and predictive data. Onboard and motivate sellers through sales contests that promote teamwork and accountability.

# Dynamics 365

Microsoft Dynamics 365 is the next generation of intelligent business applications that enable your organization to grow, evolve and transform. These applications unify CRM and ERP capabilities with purpose-built applications that work seamlessly together to help manage specific business functions and allow your organization to transform to meet customer needs and capture new opportunities.

# Better Together

- **Field Service:** Identify and create opportunities in the field for sales teams.
- **Project Service Automation:** Help sales and delivery teams engage customers and deliver billable projects on time and within budget.
- **Customer Service:** Get a complete view of your customers, including activity history, key contacts, communications, and internal account discussions.
- **Finance and Operations:** Gain control of the end-to-end business processes on the sell side, from prospect to cash
- **Marketing:** Enable marketing and sales to work closely to manage all prospect interactions throughout the customer journey.

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

© 2018 Microsoft Corporation. All rights reserved.

This document is for informational purposes only. MICROSOFT MAKES NO WARRANTIES, EXPRESS, IMPLIED, OR STATUTORY, AS TO THE INFORMATION IN THIS DOCUMENT. Some examples are for illustration only and are fictitious. No real association is intended or inferred.