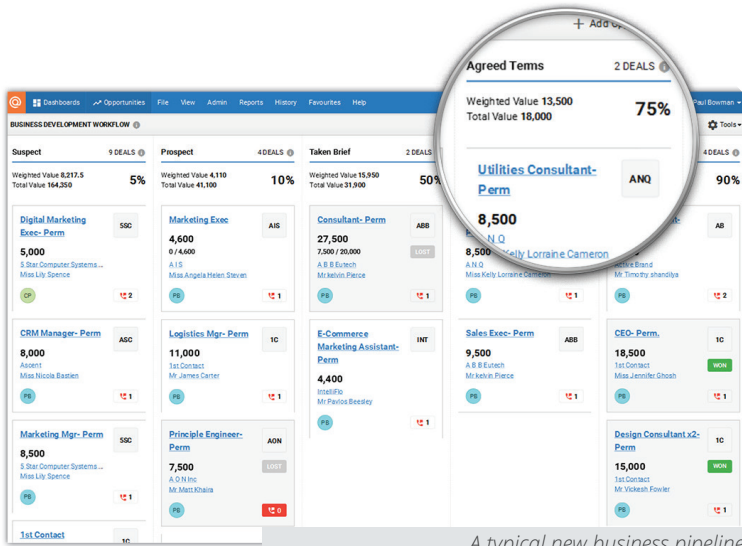


OPPORTUNITY MANAGEMENT



EPLOY
PRODUCT
DATASHEET



A typical new business pipeline with weighted deal probabilities.

Take control of your sales & candidate marketing pipelines.

Spend more time selling and less time on administration. Eploy's Opportunity Management is designed to help modern recruitment teams get new jobs on and market candidates more effectively. Now you can propel your opportunities forward through simple, drag and drop pipelines.

The sales process: Your way, but easier

You can customise Eploy's Sales Opportunity Management to your sales process immediately. You'll ensure that every consultant knows exactly where they should be spending their time and help them to move each opportunity to the next stage, all the way through the buying cycle.

Sales stages: Your roadmap to success

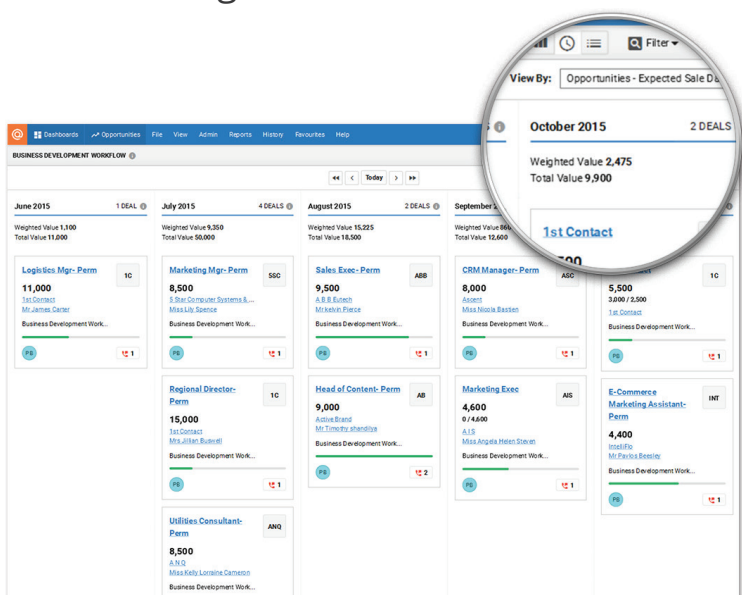
Sales stages map your route through the sales cycle. They help your consultants navigate the journey successfully. Think of them as milestones, and at each stage you can set a conversion probability - giving you an instant, up-to-the minute forecast of potential revenues.

The pipeline: A single view for sales

Get an instant view of the sales pipeline, your sales team can work with all of their opportunities within a single screen. Simply drag and drop opportunities as they progress through the process.

Guide your sales team to success, with drag and drop visual sales pipelines

- Track every sales opportunity
- Monitor your sales processes and stages
- Assign sales conversion probabilities
- Benchmark sales performance
- Create candidate marketing workflows
- Up to the minute revenue forecasting
- Sales stage & timeline views



Timeline view of current opportunities for improved cash flow forecasting.



Faster, Smarter
Recruitment Software

The sales process... tamed.

EMPLOY SALES OPPORTUNITY MANAGEMENT

KEY BENEFITS

Pipeline Visibility

Single view of your sales processes and opportunities

Better Forecasting

Instant forecasting of weighted revenues for opportunities

Sales Benchmarking

Track opportunities against average time at each stage

Marketing Insights

Identify your best opportunity sources and track ROI

Win More Business

Instantly spot and correct problem areas and bottlenecks

Dashboards

Track opportunity metrics within your Dashboards

TERMS OF SERVICE

Opportunity workflows are user-creatable via the Eploy Opportunities User Interface. For instructions and tutorials on creating and customising your reports please refer to the Eploy Support Centre: support.eploy.co.uk If you require further assistance in setting up your workflows please contact us and we will provide you with a tailored quotation based on your requirements.

CONTACT US

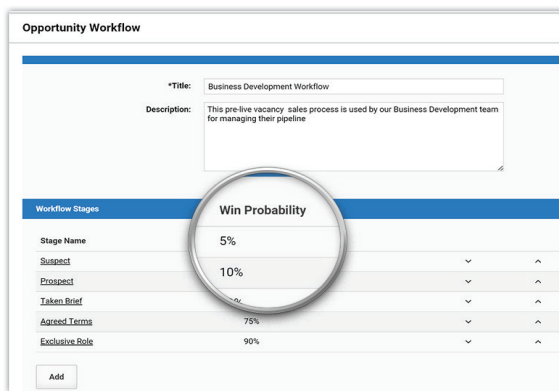
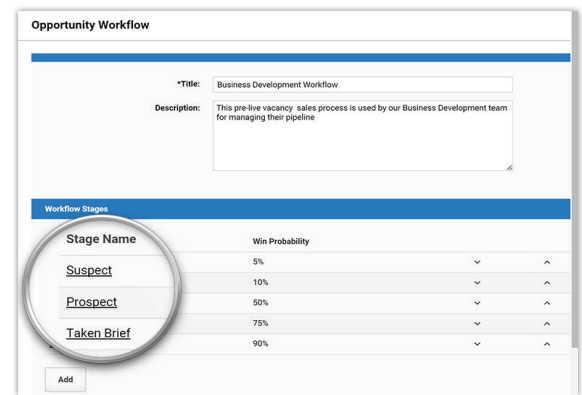
Eploy
Edwin Avenue
Kidderminster
DY11 7RA

Visit: eploy.co.uk
Tel: 0800 073 42 43



Sales Process Management

- Define the stages of your sales process
- Create multiple processes for different opportunity types including:
 - New business development
 - Marketing out your candidates
 - Headhunting assignments
 - Account development
 - Tasks & Projects

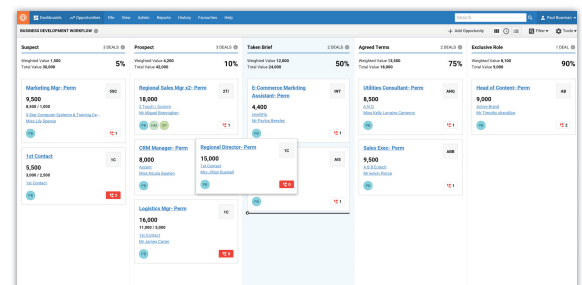


Sales Stages

- Set your 'conversion probability %' for deals at each sales stage
- View the aggregated total and weighted revenue values for deals at each stage
- Benchmark sales opportunity performance against the average time spent in stage
- Instantly view your win and drop-off rates for each stage

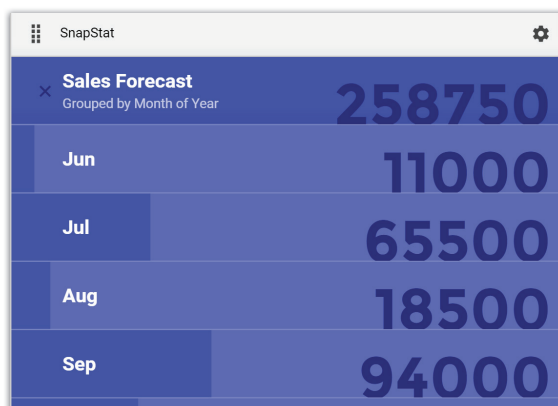
Sales Opportunities Pipeline

- Create sales opportunities against companies within Eploy Recruitment CRM
- View opportunities within drag-and-drop sales pipelines
- Progress opportunities through stages
- Track the sources of your opportunities to measure your marketing ROI
- View and create actions and activities for each opportunity direct from your pipeline



Drag and drop your opportunities to progress them through your sales stages

Forecasting & Targets



- View your opportunities within Timelines and get instant cash flow forecasts
- Weighted sales forecast at each stage of your sales processes
- Filter opportunities by sales person, team and other criteria
- Add opportunity widgets to your Eploy Dashboards
- Track sales performance against targets for teams and individuals