

Yunbit CRM

Customer Relationship
Management



Yunbit, S.L.

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Customer-oriented business management

With **Yunbit CRM**, maximizing sales and strengthening customer relationships becomes an efficient and strategic task. Recognizing that the basis of any business is sales, investing in the sales force area becomes essential to ensure success. **Yunbit CRM** provides a comprehensive platform that not only drives sales but also enables understanding of market needs in real-time.

Sales team management is essential for commercial success. **Yunbit CRM** facilitates this task by collecting all the relevant information of the sales processes, from product dissemination to route planning and resource allocation. With an efficient organization and an intuitive management tool like **Yunbit CRM**, every customer interaction becomes an opportunity to strengthen the relationship and close deals successfully.

Yunbit CRM goes beyond conventional sales management by offering a platform that is completely customizable and integrable with other business tools. From detailed analysis of the sales process to marketing strategies based on solid customer relationships, **Yunbit CRM** adapts to the specific needs of each company, guaranteeing constant evolution and without hidden costs.

With a philosophy focused on innovation and adaptability, **Yunbit CRM** is the perfect ally for any company looking to improve its business operations and stay ahead in a competitive market. With competitive pricing and a customer-centric approach, **Yunbit CRM** offers unmatched value that drives long-term growth and success.

Competitive advantages

Efficiency optimization

Yunbit CRM automates sales and marketing processes, freeing up time for strategic approaches and deeper customer relationships.

Customized based on your needs

With Yunbit CRM, adapt the platform to the specific needs of your company, guaranteeing a unique experience and maximum efficiency.

Complete cross-platform accessibility

Yunbit CRM allows you to make informed decisions wherever you are, from any device with connectivity and web access and under different operating systems.

Full integration with third-party tools

Yunbit CRM integrates seamlessly with other business tools, facilitating complete and seamless management of operations.

Key functionality, modules and applications

Yunbit CRM offers a wide range of functionalities, modules and applications designed to cover all your company's needs:

- **Sales Force:** With **Yunbit CRM**, empower your sales force with a complete suite of tools. From lead management to order generation, every aspect of your sales process is simplified and optimized. With an integrated agenda and detailed task and meeting tracking, your team can stay organized and focused on closing deals. In addition, the management of accounts, contacts, opportunities and products is done intuitively, facilitating effective interaction with customers and maximization of sales opportunities.
- **Marketing:** With **Yunbit CRM**, your marketing strategy reaches new levels of effectiveness. From action and campaign management to mass association of leads and contacts/accounts, every step is optimized to maximize reach and conversion. With advanced features like Web to Lead and Email & SMS marketing, you can reach your audience in a precise and personalized way, generating quality leads and cultivating strong relationships with your customers.
- **Customer Service and Support:** With **Yunbit CRM**, providing excellent customer service is easier than ever. From ticket management to billing time tracking, every interaction is handled efficiently and professionally. With the ability to generate newsletters and send personalized communications, your team can offer exceptional support and keep customers satisfied every time.

Yunbit CRM solutions

Product	Solution	Functionality
Yunbit CRM Widely flexible software that adapts to the needs of the sales and marketing team. A CRM that allows you to measure, systematize, analyze and organize effectively in an automated way.	Prospects and clients	Manage and enrich your relationships with prospects and customers from a single place.
	Products and services	Organize and manage your catalog of products and services efficiently.
	Opportunities and sales	Boost your sales and improve conversion rate by identifying and managing opportunities.
	Marketing campaigns	Optimize your marketing campaigns with advanced tools for campaign creation, management and analysis.
	Automation and notifications	Automate routine tasks and receive important notifications so you never lose sight of what really matters.
	Commercial team	Boost the performance of your sales team with tools that promote collaboration and efficiency.
	Agendas and tasks	Organize your day to day with an agenda and task manager integrated into the CRM.
	Project management	Monitor the progress of your projects with dedicated tools within our CRM.
	Job applications	Simplify work request management, from receipt to assignment and resolution.
	Document repository	Centralize the management of your documents through permissions per user and department.
	Indicator configurator	Develop your own indicators to develop effective strategies.
	Standards and quality	Integrate your certifications naturally into your business processes.
	Data Protection	Comply with the legal requirements and obligations of the GDPR.
	Reports	Observe and analyze the progress of your sales team through reports
Customer service and support	Promote a culture of quality service to offer the best to those who have trusted your business.	

Manage your business intelligently

Integrate all areas, departments and business processes into a single cloud solutions platform.

100% connected business solutions

Get **all the information** you need in real time; from all areas and departments of the organization.

Dynamic, integrated and reliable processes

Coordinate a team of people supported by software **adapted to your activity and priorities.**

Sustainable remote work

Work from anywhere, with all the information and in an **outstanding way.**

Guaranteed development and innovation

Enjoy the benefits of **software that evolves** with the market and the needs of your business.

For more information

Contact a sales representative at comercial@yunbit.es
Contact us at www.yunbitsoftware.com/contacto.html
Request a demo at www.yunbitsoftware.com/solicitar-demo.html

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