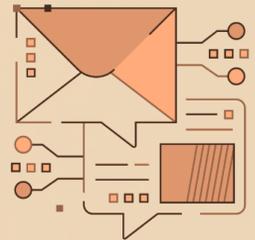


Ottieni un vantaggio competitivo con Dynamics 365 (CRM)

5 marzo 2020

Flora Gitti – Sales Manager Customer Base
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 eos solutions
A KUMAVISION GROUP COMPANY



Agenda

- 01 Introduzione
- 02 Profilazione degli influenzatori del business e gestione delle relazioni
- 03 Gestione efficace delle vendite tramite l'App "Sales"
- 04 Fidelizzazione dei clienti tramite l'App "Customer Service"
- 05 Microsoft Dynamics 365 for Sales: Ready to Experience



Relatori



Flora Gitti

Sales Manager Customer Base
EOS Solutions

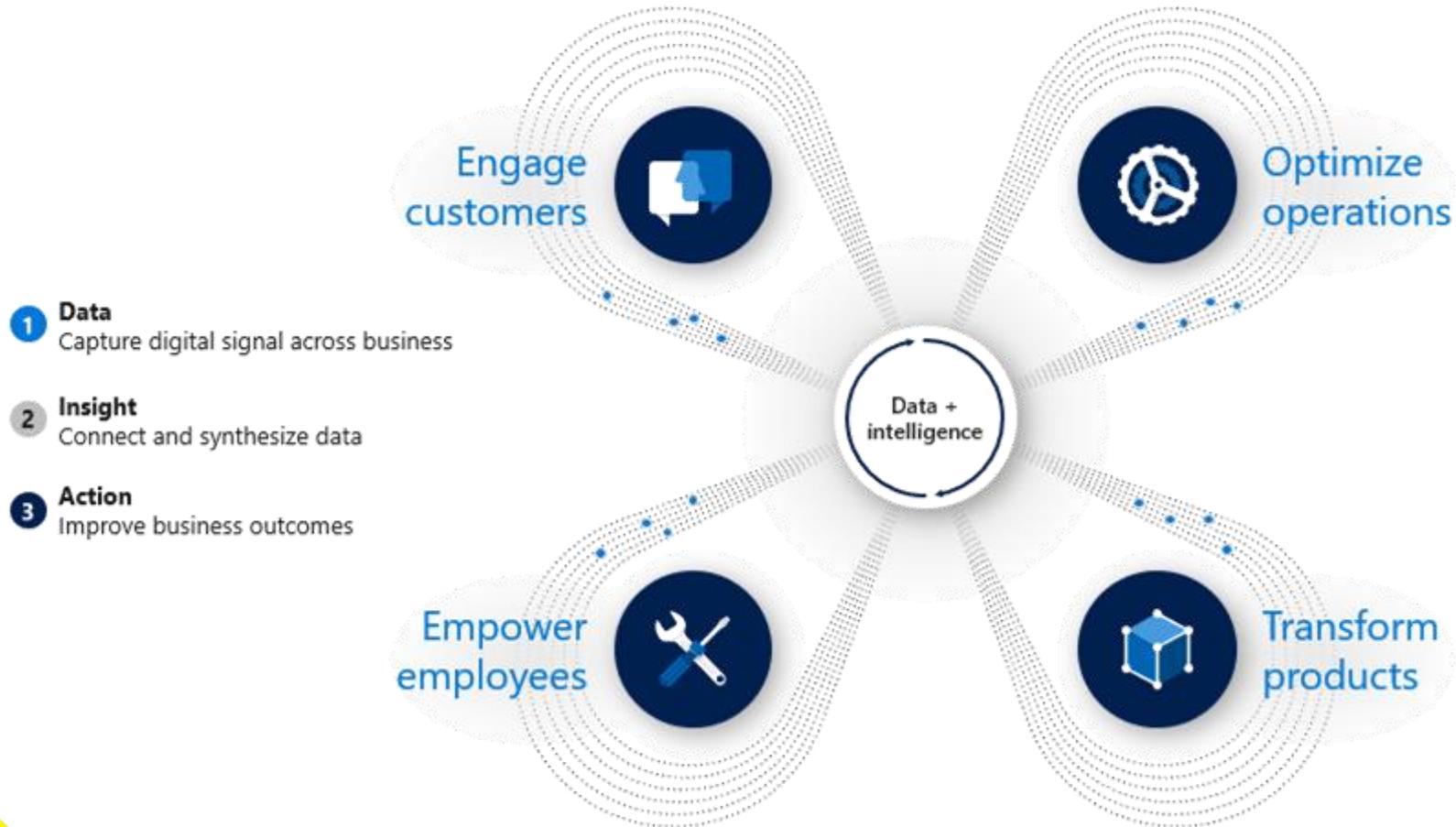
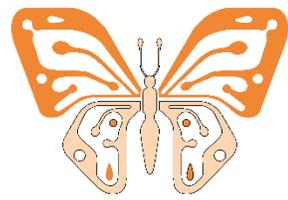


Mauro Maniforti

CE Delivery Manager
EOS Solutions



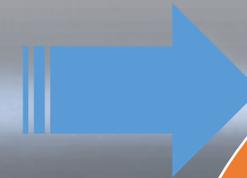
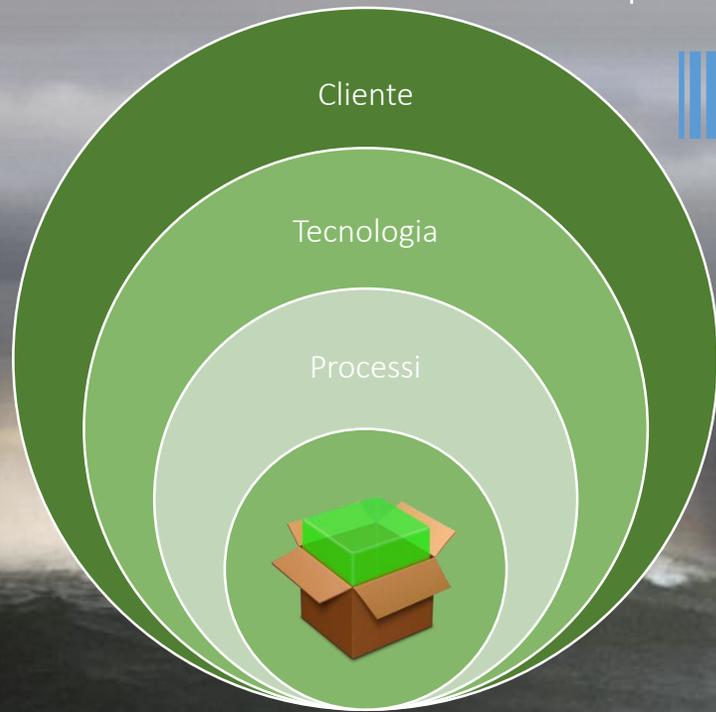
Digital Feedback Loop: enabling digital transformation



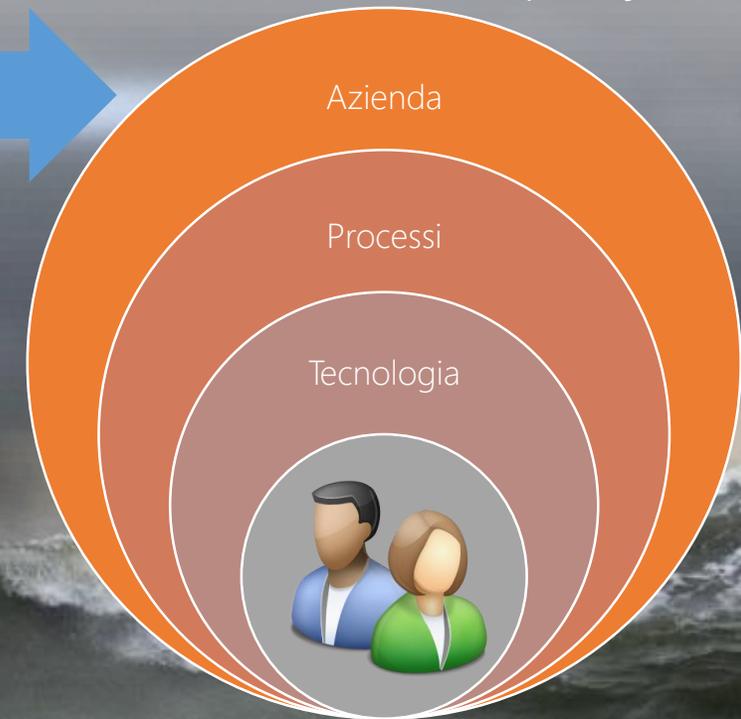
Nuovi modelli di business

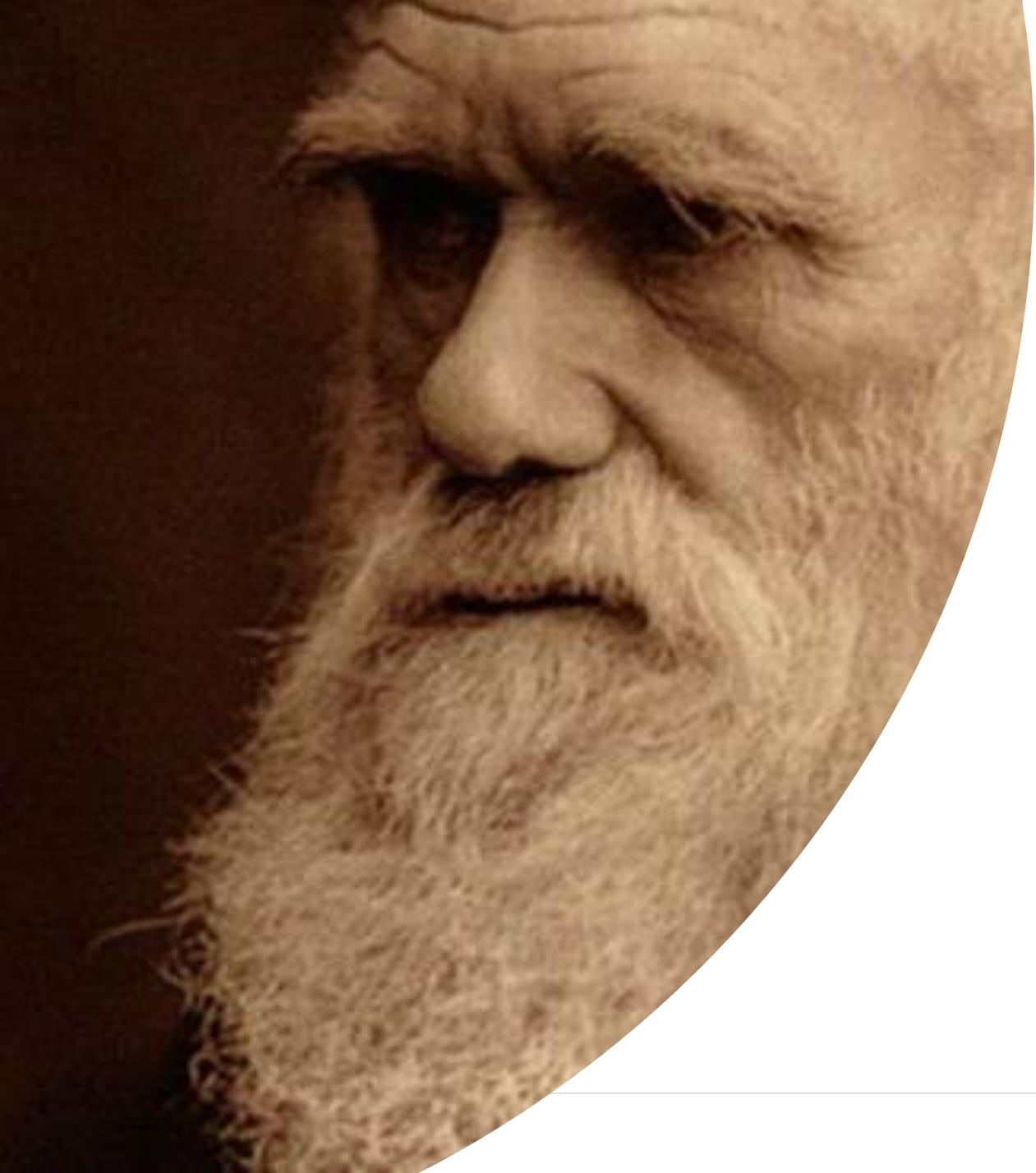
L'evoluzione dei mercati e il comportamento dei consumatori influenza la trasformazione di molti modelli industriali e commerciali. La conoscenza del cliente e dei suoi modelli di acquisto assumono sempre più un'importanza strategica e sono in grado di consentire la personalizzazione e la conoscenza a livello di singolo cliente.

«Product Driven» Company



«Customer Company»



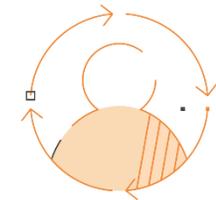


Charles Darwin

1809 – 1882

*"L'origine delle
specie per selezione
naturale"*

Microsoft Dynamics 365 for Sales: Ready to Experience



A promotional graphic for Microsoft Dynamics 365 for Sales. The background is dark blue. On the left, a white-bordered box contains the text "Microsoft Dynamics 365 for Sales" in a bold, sans-serif font, with "READY TO EXPERIENCE" underneath in a smaller font. Below this, the price "99€" is written in a large, white, handwritten-style font, followed by "al mese" and "x utente x 3 anni" in a smaller, white, handwritten-style font. To the right of the price is an orange tag with the word "PROMOZIONE" written on it in white, uppercase letters. On the far right, there is a white silhouette of a tree where the branches are represented by human figures in business attire. Below the tree, the text "CRM = CUSTOMER ENGAGEMENT" is written in white, uppercase letters. At the bottom right, a hand in a suit sleeve is shown holding the text "CRM = CUSTOMER ENGAGEMENT" as if presenting it.



<https://www.eos-solutions.it/it/news-details/promo-microsoft-dynamics-365-for-sales.html>



Prossimi appuntamenti



26 MAR 2020 | 11:00

Nuovo Codice della Crisi
d'Impresa: strumenti operativi
per aziende e professionisti



Grazie!



- Bologna
- Bolzano
- Carpi
- Cuneo
- Milano
- Padova
- Treviso
- Udine
- Verona

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