

SUSTAINABLE SALES, RELATIONSHIPS AND LEAD MANAGEMENT

Enabled Energy & Utilities to streamline sales processes, expand outreach in sustainable solar energy. Expert sales automation and CRM implementation that led to their success.

The Challenge

An Energy & Utilities company specialising in sustainable solar energy products faced significant challenges in managing and tracking their sales processes. With the growing demand for renewable energy solutions, they needed a robust system to streamline their sales operations, enhance customer outreach, and stay ahead in the competitive market.

The Solution

Zi Cloud worked closely with the Energy & Utilities company to understand their sales workflows, goals, and challenges. They implemented a customised CRM system, integrated with lead tracking and management tools. The solution included features such as lead capturing, opportunity tracking, sales pipeline management, and automated follow-ups, empowering their sales team to efficiently manage and nurture leads.

Our Services



Business Application

Put more focus on your core competencies and leave the Software as a Service to drive productivity.



Integration

Assess your existing infrastructure, applications, and business processes to design a tailored and integrated solution.



Cloud Adoption

Azure, AWS or Google Cloud - we will hand-hold your business to embrace digital transformation and drive innovation.

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