

# Microsoft Dynamics 365 Sales



Grow sales by empowering your sales team to engage proactively with actionable insights from Dynamics 365, LinkedIn, and Office 365. Go beyond SFA with Dynamics 365 Sales to better understand customer needs, engage more effectively, and win more deals.

"[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, Global Sales Effectiveness



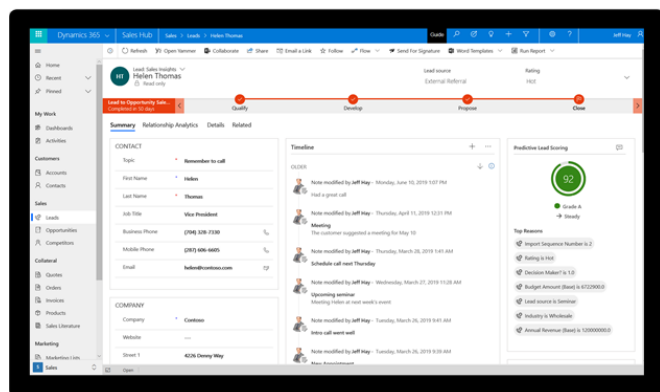
"What we're seeing is that month after month, the contribution LinkedIn and Dynamics 365 make to our sales pipeline is multiplied by 10. If that's not exponential growth, I don't know what is."

**Vincent Brissot**

Vice President of WW Digital Automation and Channel Operations



## Sell smarter with contextual insights



**Improve conversion and win rates** with lead and opportunity scoring based on advanced scoring models to identify customers most likely to convert and buy.

**Increase response rates** through warm introductions from colleagues who are already emailing, meeting, and collaborating with prospects.

**Tailor engagement** based on contextual insights that recommend personalized talking points and next best actions.

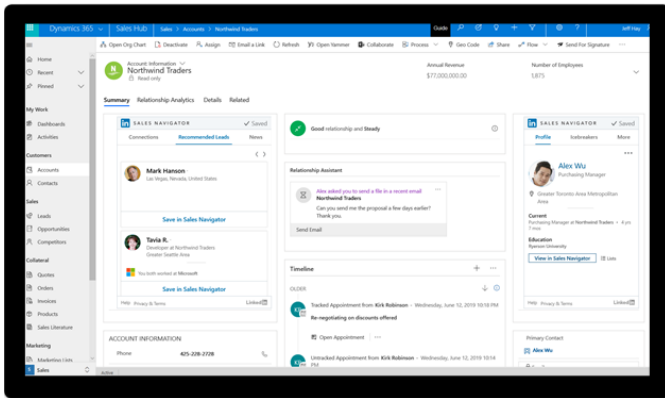
Show sellers when and how customers interact with their emails, so they can be more **proactive and responsive** in their email communications.

**Keep relationships on track** with signals from Dynamics 365 and Office 365 that reveal relationship health and risks.



Make the benefits of AI a reality with [Microsoft Dynamics 365 Sales Insights](#).

## Build relationships with authentic and personalized engagement



**Unify relationship data and processes** with LinkedIn Sales Navigator integration so sellers can build trust and easily manage relationships at scale.

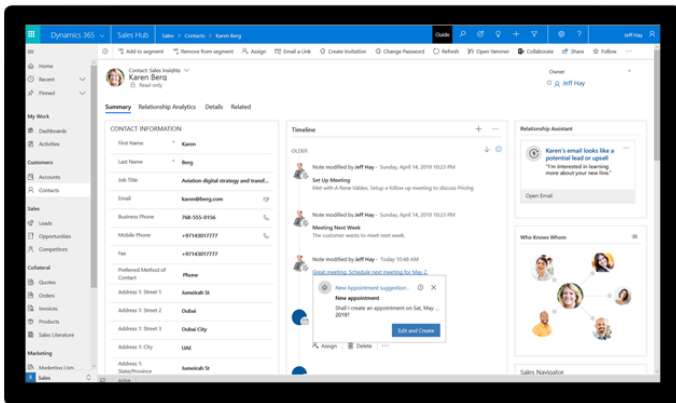
**Get profiles and insights** with Sales Navigator integration, including related leads and warm introductions.

**Keep track of contacts** and visualize relationships among contacts with interactive org charts.

**Collaborate and personalize** sales documents with embedded Office 365 tools – fitting the way sellers work.

**See the customer's point of view** and improve sales engagement by bringing your customer data together with survey insights from Microsoft Forms Pro – included with Dynamics 365 Sales.

## Free up more time for selling



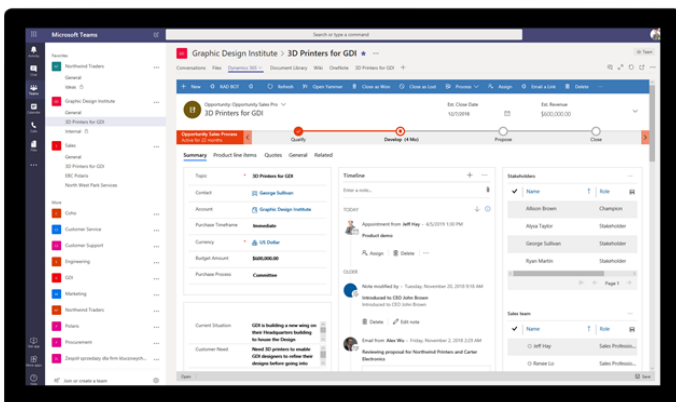
**Minimize routine tasks** with contextual prompts that, as sellers enter notes, suggest new records to create.

Concentrate on selling with sales playbooks that contain **repeatable, winning sales techniques** and contextual reference materials.

**Spend less time searching** for content with modern sales enablement capabilities that intelligently recommend the most relevant content and related training to sellers.

**Reduce training** with a business process UI that provides contextual guidance during every phase of the sales cycle.

## Boost sales productivity with seamless tools



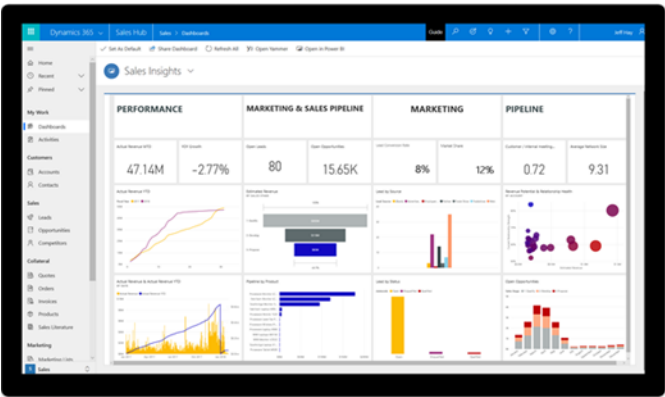
**Collaborate on deals** across functions and geography with customer information and document sharing directly from Microsoft Teams, a modern hub for chat, meetings, documents, and business applications.

**Minimize manual data entry** by scanning and converting business cards into new records in Dynamics 365.

**Streamline workflow** with modern mobile applications and familiar tools like Outlook that work seamlessly with Dynamics 365.

Recruit, onboard, and **strengthen your partner channel**. Give partners a quick view with partner relationship management.

# Accelerate sales performance



Help sales managers **drive performance** with pipeline analysis, deal insights, relationship analytics, and conversation intelligence.

**Discover emerging customer needs**, competitive dynamics, and market trends with AI-driven insights.

Proactively identify at-risk deals, gain visibility into conversations, and **provide actionable feedback** through built-in coaching tools.

## Dynamics 365 Sales

Dynamics 365 Sales is the next generation of intelligent sales applications that enable your sales organization to grow, evolve, and transform. Choose a plan to fit your organization’s needs.

<p><b>Dynamics 365 Sales Professional</b></p> <p>Streamlined SFA with Office 365 integration</p> <p>\$65 Per user/month</p>	<p><b>Dynamics 365 Sales Enterprise</b></p> <p>Industry-leading sales force automation with contextual insights and advanced customization capabilities</p> <p>\$95 Per user/month</p>	<p><b>Microsoft Relationship Sales</b></p> <p>Relationship selling with LinkedIn Sales Navigator and Dynamics 365 Sales Enterprise</p> <p>From \$130 Per user/month Requires a 10-seat minimum</p>	<p><b>Dynamics 365 Sales Insights*</b></p> <p>Additional AI-driven insights for sellers and managers</p> <p>\$50 Per user/month</p>
---	--	--	---

\* Available as an add-on to Dynamics 365 Sales Enterprise or Microsoft Relationship Sales. Must be deployed in the same geo as the Dynamics 365 instance.

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