**Sell Smarter, Anytime, Anywhere**

SAP HYBRIS CLOUD FOR SALES

Selling today is more complex than ever. You need to know your customer's unique challenges, their industry, what they like and how to help them achieve their business objectives.

To top it off, customers themselves are better informed, socially-connected and able to switch products, services and vendors more easily than ever before. More importantly, they are now starting the buying cycle well before they are engaging withsales people. In fact, your customers are shutting you out for more than half of the sales cycle.

As a result, growing revenues and running a profitable sales organization means you've got a lot more on your plate to manage, such as:
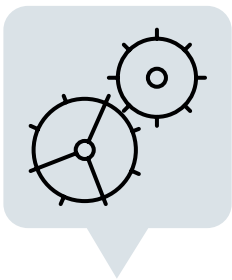
Equipping your sales people with tools they want to use, AND help them sell more effectively anytime and anywhere

Enabling your teams to work together as a well-oiled machine, to shorten sales cycles and ensure revenue predictability

Gaining customer insight in real time while keeping costs in check

Delivering the right message and effectively engaging your customers at every stage of their journey

Meet today's sales challenges head-on and win – with SAP Hybris Cloud for Sales

Align your selling process to the buying journey so that your selling motion is focused on helping buyers move through each stage. Make every interaction at every stage meaningful and you will engage and win today's empowered customers.

To overcome these challenges, high-performing sales organizations are super-charging their sales forces with SAP Hybris Cloud for Sales. Built on maximizing sales productivity, it's an easy-to-use, cloud sales application that goes beyond the traditional approach to CRM.

Your salespeople will love SAP Hybris Cloud for Sales because they can now close more deals faster with:
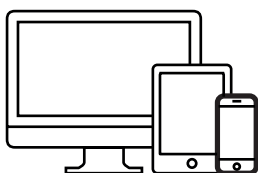
The ability to sell anytime, anywhere, on any device. Be Productive, even when you're offline. Spend less time on chasing down information and more time with your customer.

Access to real-time customer analytics and sales data in the context of their accounts and opportunities to help them engage and connect with customers in a personal, relevant way.
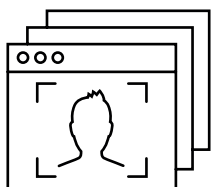
Easy, instant access to back-office information to provide a complete customer view and flexibility to create orders, quotes and service tickets on-site.
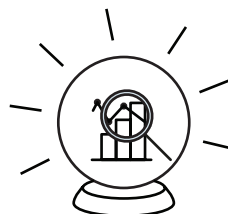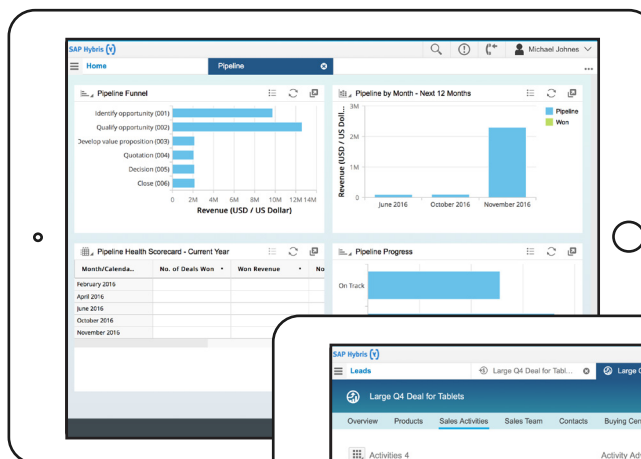
Predictive analytics and insight to increase chances of winning. See realtime-visibility and predictabilty into your business, enabling you to make changes in realtime and guide and coach your sales team.

SAP Hybris Cloud for Sales – Everything you need to sell smarter anywhere with a solution you'll love to use.

To give sales people the agility and power to find answers, engage in meaningful customer conversations, and deliver the right impact every time. Salespeople need a new set of capabilities that enhance the selling process. Going beyond the traditional approach to CRM sales software, SAP Hybris Cloud for Sales maximizes sales effectiveness of your sales reps to engage and win customers like never before.

Out-of the box Interactive dashboards and reports: Gain real-time visibility and actionable insights
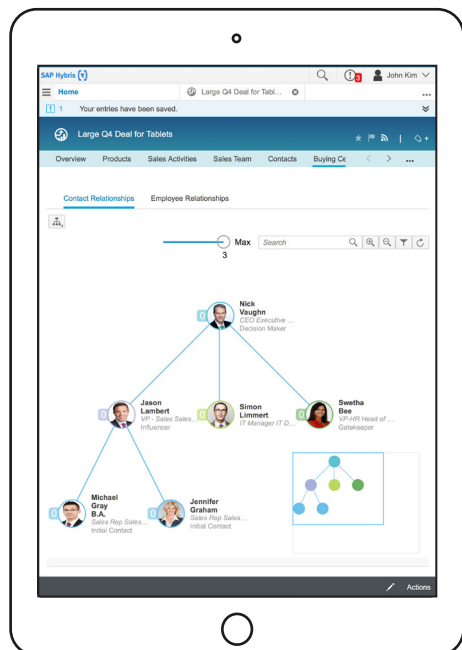
Buying Center: See how your customer is organized and who is involved and influential in the buying process based on historical contact and opportunity information.
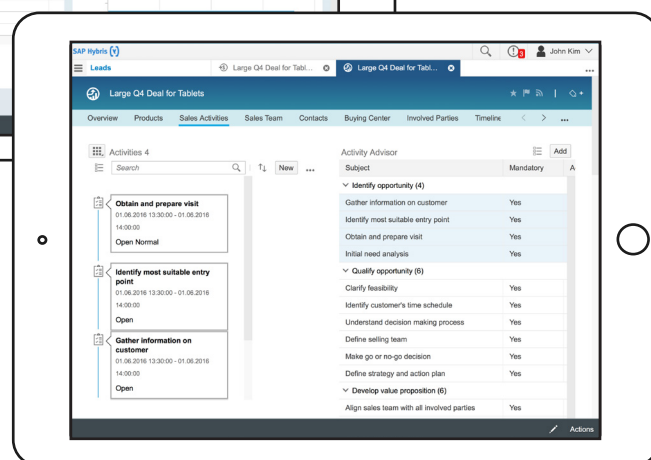
Activity Advisor: Guide sales to perform activities based on the opportunity phase to accelerate the close.

Key Features
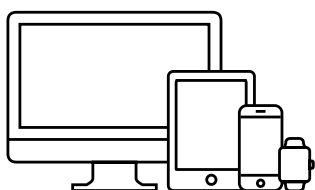
Mobility

Make every interaction count anywhere and anytime with seamless mobile support for iPhone, iPad, Android devices, Windows tablets, and Apple Watch. Engage in real time with your customers, manage your activities, and track your performance, even when you're offline.
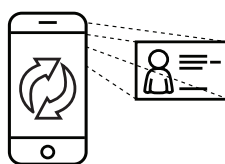
Account Management and Intelligence

Make fast account updates, get complete customer intelligence and keep everyone in the loop so that you and your team are delivering the right impact in every customer conversation. Quickly scan a business card from your mobile device to create a lead or opportunity as soon as you get it.
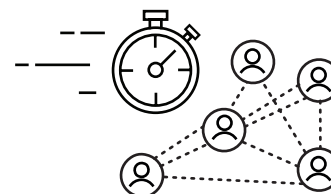
Opportunity Management and Insights

Accelerate sales wins by rapidly tracking activities, collaborating with internal teams, customers and partners, submitting quotes and sales orders in seconds, keeping tabs on the competition and obtaining guided selling materials specific to each deal.
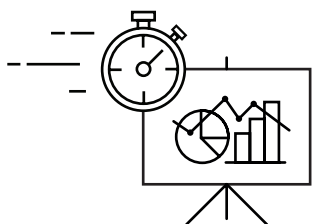
Real-time Analytics

Track your performance in real-time and proactively drive the right opportunities to close while steering clear of unwanted surprises. Forecast with ease and perform what-if analysis to learn where to focus. With out of the box interactive dashboards, embedded reports with real-time content, and advanced analysis tools, you'll avoid end of quarter surprises.
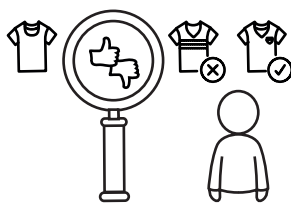
Predictive Analytics for Next Generation Customer Engagement

Discover new leads and uncover new opportunities in existing accounts with real-time scoring. Quickly identify top account influencers and bring them into the sales process. Combine the right mix of products, people and partners to maximize the chance of winning the deal.
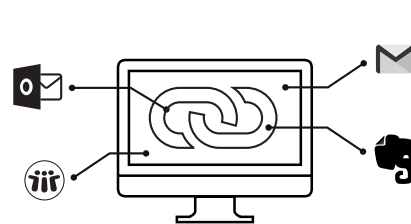
Email and Notes Integration

Work more efficiently leveraging office productivity tools you use every day. Integration with Microsoft Outlook, Google Gmail, Lotus Notes and Evernote, means no double data entry and key customer information and notes stay automatically in sync.

Productivity and Personalization

Designed for today's salesperson, the ease-of-use, with innovative features such as Tagging, Flagging, In-Line Editing and the Shelf. Custom fields, reports and tiles enable sales people to personalize their experience and get quick access to the information they need.
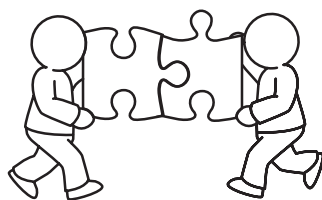
Collaboration and Social Selling

Accelerate sales cycles by collaborating effectively with your sales team, internal experts, customers, and partners – all in the context of your accounts and opportunities with built-in integration to SAP Jam Collaboration, for enterprise social collaboration. Build long-term relationships by engaging customers in kick-off meetings, requirements collection, or issue resolution.

Back-Office Integration and Mash-Ups

Get back-office information pushed to you in real-time so that you no longer need to hunt for pricing, quotes or other order-to-cash information. With native SAP ERP and SAP CRM integration and business application mash-ups, you're always effortlessly up-to-speed on your accounts.
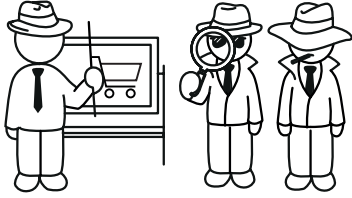
Sales Performance Management

Turn sales strategy into action by guiding and coaching sellers with ways to increase revenue, and exceed goals and objectives. Your team can also sell faster and perform better with the right solution for territory management, pipline management, forecasting, quota planning and reporting and analytics. In addition, helping sales teams from day one with quick and easy onboarding, sales enablement, learning, coaching, and leadership development is possible through the integration with SAP SuccessFactors and SAP Jam Collaboration.

Cloud-based Platform

Get up and running quickly and hassle-free with cloud-based delivery. Go easy on your budget with simple subscription pricing.
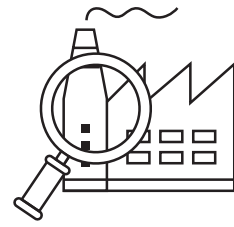
Industry Editions

Industry-specific capabilities like Retail Execution, Visit Planning, Design Win Registration, and Wealth Management, Project and Bid Management, allow you to target your approach to meet the unique needs of customers. Learn more about our specific capabilities across industries such as consumer products and wholesale, discrete manufacturing, professional services, high tech, financial, automotive, manufacturing, public service and more.

SAP Hybris Cloud for Sales helps you and your team sell smarter, anytime and anywhere.