

Medical Device Conexus Turnkey Solution

CONEXUS
solutions, inc.



Medical Device Sales Requires the Right Tools

Managing a medical device territory is like running a small business. Whether selling large volumes of small products or a few large machines, organizing, tracking, and closing deals is essential to success.

Sales tools are a key part of effectively managing these territories. But many times, these tools don't align with the salesperson's workflow, leading to loads of spreadsheets and even handwritten notes for keeping track of deals.

Industry-leading tools like Salesforce Sales Cloud can solve this issue but often, small and mid-size Medical Device companies are resource-constrained and may not have the bandwidth to implement, configure, and support platforms like Salesforce.

Key Features

Medical Device CTS (Conexus Turnkey Solution) is Salesforce Sales Cloud configured specifically for Medical Device sales and account management. Medical Device CTS offers full sales lifecycle management. Sales teams can track leads, opportunities, field activities, and account engagement from new prospects through closing deals. Complete sales reporting capabilities automatically share real-time insights with home office and sales leadership.

Medical Device CTS combines the sales management capabilities of Salesforce with custom medical device commercial sales workflows, engagement tracking and customer insights, including account alerts when reorders are required. Quick setup allows commercial teams to take immediate advantage of the scalable solution that can be enhanced as the team grows and expands.



Benefits of Medical Device CTS

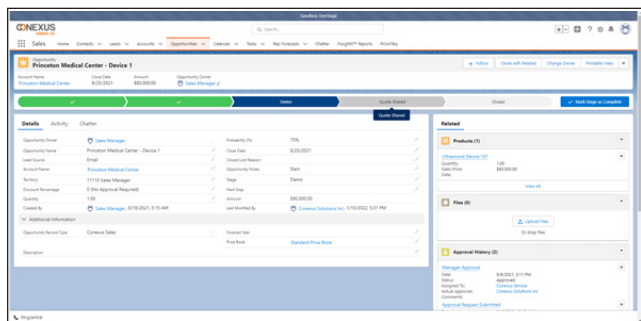
Medical Device CTS is truly a turnkey solution that offers rapid sales management capabilities with rich market insights. The real-time CRM enables teams to adjust sales strategies and track ROI. Automatic tracking of customer interactions replaces tedious coordination of meetings, allowing the sales team to spend more time in the field. Teams can access leads, sales pipelines, and accounts anytime and anywhere, including on their mobile devices.

Alerts and robust reports ensure a common understanding of individual and market needs. User-friendly reports encourage collaboration within sales teams and prompt quick, data driven responses.

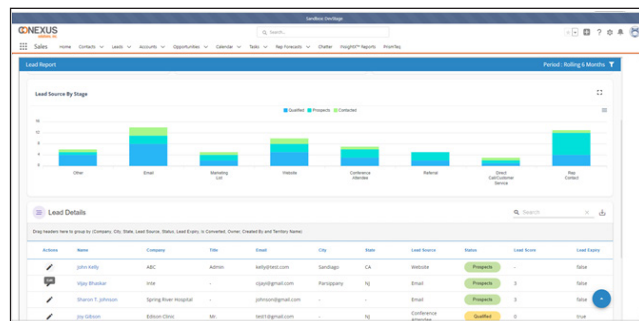
Conexus delivers comprehensive services including implementation, integration, and ongoing support of the Medical Device CTS. Accelerated implementation strategies enable a complete implementation in as little as 4 weeks.

Conexus also offers expanded integrations with data warehouses, Marketing Cloud, Veeva Promomats, and reporting tools such as Tableau.

Medical Device CTS



Sales Opportunity Process



Sales Reporting

About Us

Conexus Solutions delivers innovative sales and marketing operations support and technology solutions to small and mid-size life sciences companies. Our solutions and services are built on decades of experience and innovation in life sciences commercial operations. We understand the unique needs of Medical Device and how technology can be used to address these needs. Visit us at: www.cnxsi.com.