Lightico

Your Sales Team Needs a Mobile Revolution

Your Sales Team Needs a
Mobile Revolution

1   Your Prospects are Mobile and Distracted

As business's prospects have abandoned their desks and moved to their mobile phones, it's become increasingly difficult to catch prospect's attention and close deals. Sales cycles drag out as customers are bounced between different omnichannel touchpoints (web, social, phone, email, and even fax). This causes customers to lose interest and sales cycles stall.

2   Effective Sales Need Face-to-Face attention

Businesses that sell and service remotely are desperate to close sales even with mobile customers but lack the tools to provide a compelling and comprehensive sales experience to their mobile customers.
Unlike traditional retail sales that rely on more compelling face-to-face interactions, insde sales teams need to create that focused approach, even from a call center. Lightico brings the power of face to face sales to every mobile prospect.

3   Efficient Sales Close All Sales tasks on the 1st call

With Lightico, businesses grab & hold prospect's attention and close all sales related tasks in the same call. While speaking with customers on their mobile phones, sales reps can seamless add in-call tools like real-time finger-eSigning, media sharing, instant identification collection, smart document creation/completion & instant, PCI compliant payment collection.

Simplify Your Sales Cycle,
Accelerate Your Pipeline

Sales research shows that companies can accelerate sales and improve service simply by making things simple. Lightico impacts core metrics like closure rate, sales velocity and calls per sale. Simplify your customer's life and reap the rewards of faster sales, a loyal fan-base with higher lifetime customer value.

Lightico

Sell Smarter to Your Mobile Prospects:
Won & Done!

Reps send a simple text message to customers to open a private, rich, real time web session between them and their prospect. (Sessions are initiated directly or from reps contact center solution). Reps then use this collaborative, shared space for engaging prospects, progressing sales and closing all deals elements in the same session. For example, reps

- Effortlessly collect customer documentation & ID in real time – no more cumbersome scanning, emailing and faxing
- Immediately eSign any documents simply from a customer's mobile phone – no more endless chasing customers.
- Share videos and images in-call to collaborate with customers while speaking with them on the phone – no more imagining or redirecting to distracting websites.

A Robust Platform For Your Sales Reps

To support businesses selling to today's distracted mobile customers, Lightico's robust platform includes rich APIs, campaign management, automation, analytics and more. The solution is fully compliant and scales to support growing SMBs and demanding enterprises.

Learn more at
www.lightico.com

www.lightico.com

Lightico