



WE ARE LIVE!

HOW TO MANAGE YOUR SALES TEAM WITH MONDAY.COM



LIVE WEBINAR
28/7/2021 • 2 PM (IST)

PROVIDENT

 **monday.com** partner



MARTIN MACNAMARA
Sales and Business
Development Manager at
ProvidentCRM



XI WENG
Channel Partnerships
Manager, UK & Ireland
at monday.com

www.providentcrm.com

Agenda

- Intro to Provident CRM & monday.com
- Why monday.com for the sales process
- Demo
- Q&A



MARTIN MACNAMARA

Sales and Business Development
Manager at Provident CRM

PROVIDENT

 monday.com partner

Provident CRM

ESTABLISHED IN 2000

Provident was established in 2000, head office in Dublin - Ireland.

MULTI DISCIPLINARY ORGANISATION

Wealth of experience in implementing and operating CRM strategy and applications.

FOCUS ON CRM & TEAM MANAGEMENT DELIVERY

Strong team focused on CRM & Team management. Offices in Ireland, the UK, Spain, and Portugal.

PARTNERS

Monday.com, SugarCRM Elite Partner, HubSpot, and Salesforce.

PROVIDENT

 **monday.com** partner

Services



CONSULTING



IMPLEMENTATION



INTEGRATION



TRAINING

PROVIDENT



XI WENG

Channel Partner Manager,
UK & Ireland at [monday.com](https://www.monday.com)

PROVIDENT

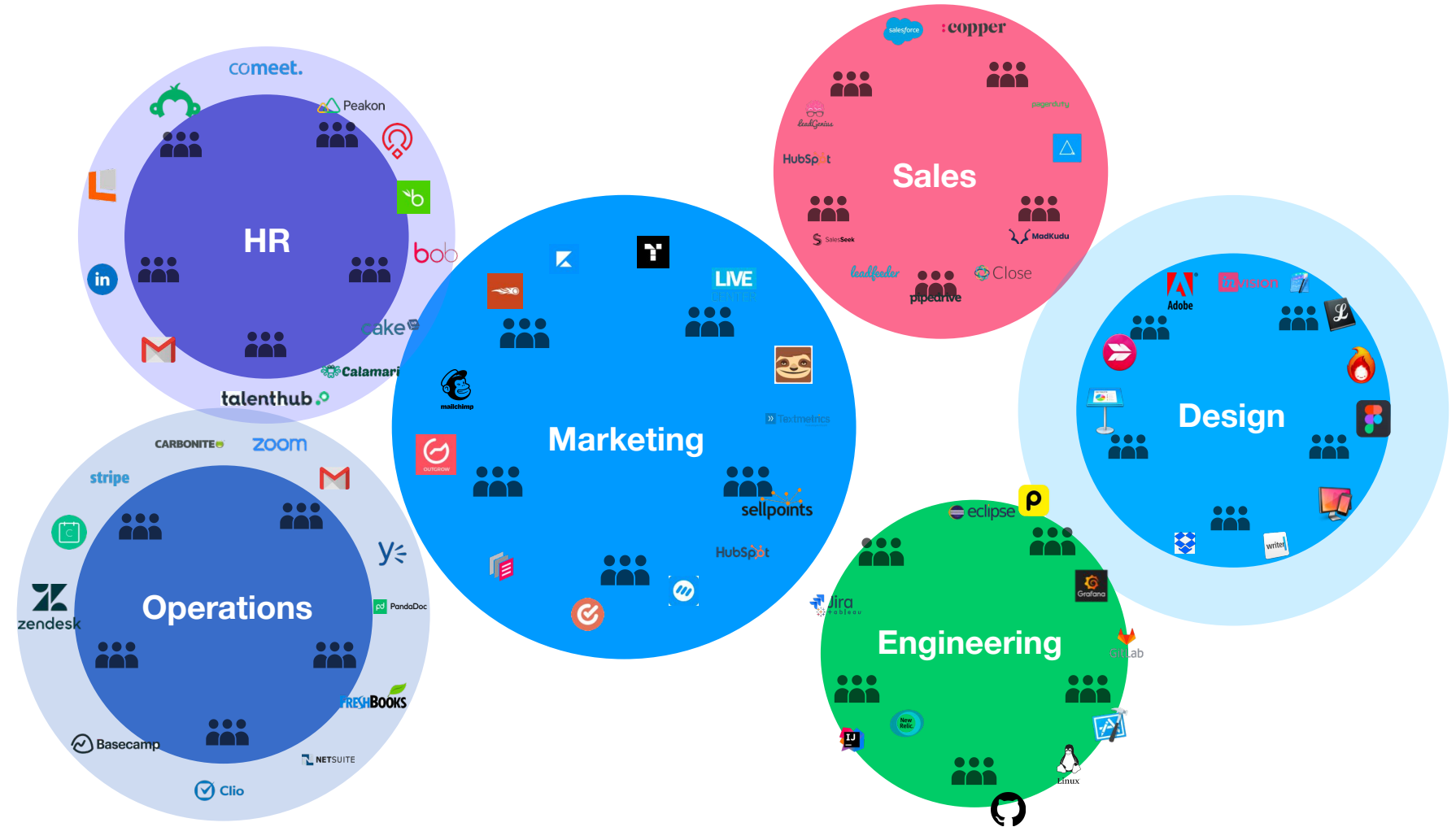
 [monday.com](https://www.monday.com) partner



Work OS

Making teamwork click

A platform where teams plan, run, and track projects, processes, and everyday work.



Modern Sales team - challenges

Sales teams only spend 45% of their time actually selling*

- 14% on email
- 41% on other interruptions - travelling to meetings, admin tasks, updating CRM
- Duplication of work

6.8 stakeholders per successful deal

- Tracking activities for each stakeholder



*[Salesforce study: Top 5 Sales Team Productivity Killers and how to fix them](#)

**[Gartner: Winning Challenger Sales Reps Solve Problems and Build Consensus](#)

Modern Sales Managers - challenges

Managing Sales team remotely is hard:

- Visibility without micromanaging
- Accountability & collaboration
- Reducing number of internal meetings
- Accurate forecasting
- Motivation

Working remotely/hybrid is here to stay

Need for 'one source of truth'



REPLACE
WITH CRM
CUSTOMERS

CBRE

Juniper

RIVERGROUP

ADONiS
KETO • LOW SUGAR • PLANT BASED

brakes
a Sysco company

Hargreaves

mind

Carling Technologies®
Innovative Designs. Powerful Solutions.

GitLab

Trusted by
+120,000
companies

MANCHESTER'S FINEST

Serving **+200 industries**,
across **+190 countries**



Trusted by
130,000+
companies

Serving **+200 industries**,
across **+190 countries**

Sales Process Board Demo



Case Studies

Parvenu



"We use monday.com as a CRM and we have **150 automations** and **52 integrations** on a single board."

Patrick Hoban | Co-founder & CEO, Parvenu

Case Studies McChrystal Group

McChrystal Group

How **McChrystal Group** increased revenue
by **60%** amid the COVID-19 outbreak

68%

Efficiency gain

having a common operating
picture (COP)

50%

Faster

in closing deals

67%

Time saved

from 90min sync meetings
to 30min

6x

More

daily webinars

Takeaway

The selling process requires:

- Impeccable communication (between team members and with clients)
- Analytical skills
- Precise organisation

monday.com's platform is designed to streamline and improve all of these processes, as well as increase productivity and overall drive results.

Q&A

martin@providentcrm.com

PROVIDENT

 monday.com partner



Thank You!

PROVIDENT

 monday.com partner