

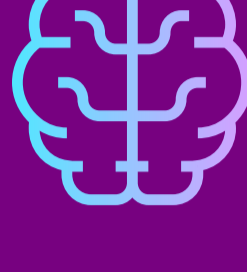
Dynamics 365 Sales: Close Deals Faster with an AI-Powered Sales Solution

Today's customers know what they want before they talk to a salesperson. They are digital-first and demand personalized, seamless experiences. And they expect informative, empowering conversations, not dry sales pitches.

Typical sales-team challenges created by outdated CRM platforms include:

- Fragmented customer data
- Ineffective sales and marketing processes
- Inaccurate sales forecasting and revenue operations
- Poor seller performance

Next-generation sales solutions from Microsoft



To win in this highly competitive climate, sellers need more than just a traditional CRM platform. They need intelligent tools to help them engage customers, work quickly, improve their skills, and instantly access correct, updated information.

Sellers can speed up sales, work efficiently, and deliver a great customer experience using Microsoft Dynamics 365 Sales, which includes copilot across the CRM platform and Microsoft 365 apps. These tools also help managers make data-driven decisions and coach sellers to the next level of performance.

Explore copilot capabilities for sellers with Dynamics 365 Sales

Accelerate sales by empowering teams with AI-enabled automation, contextual insights, and team connectivity.

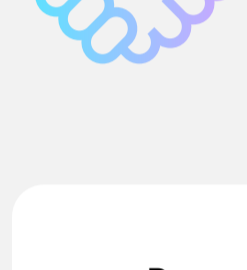
Streamline sales cycles through suggested next-best actions, focusing on the highest-priority activity with the best likelihood to close.

Get in-the-moment insights about customer emotion, competitive market, sentiment, and priorities in phone calls to enable guided selling.

Next-generation AI from copilot automates and simplifies tasks with AI-generated emails, meeting summaries, and data collection and entry. Actionable insights in the flow of work help sellers improve customer interactions and minimize app-switching.

[Learn more >](#)

Empower engagement



Give sellers the time and tools to build stronger customer relationships and close more deals. Intelligent automation frees sellers from repetitive tasks to spend more time with customers, while AI-guided selling suggests the right actions at the right time.

- Respond to customers faster with next-generation AI that uses contextual and CRM platform data to create emails, meeting summaries, and actionable next steps.
- Increase conversion and win rates by using AI to prioritize leads and opportunities with the highest likelihood to convert and buy.
- Free up sellers' time by minimizing manual data entry with contextual, real-time suggestions for updating existing records and creating new records, ensuring your data is always up to date.
- Shorten the sales cycle with a single workspace with everything sellers need to engage the right customer, stay focused, and maximize productivity.

Level up seller performance



Help sellers focus by giving them clear and achievable sales activities prioritized through AI and predictive scoring. Coach them to greater heights using data-driven best practices.

- Track individual sales performance against quotas to show pipeline risks and coach proactively.
- Automate repeatable processes and define your organization's best responses to events that affect sales.
- Build custom Power BI visualizations on CRM platform data with AI models.

Empower collaboration



Open lines of communication among sales professionals to deliver a 360-degree approach to customer needs.

- Collaborate on work items to solve customer challenges faster.
- Provide coordinated virtual engagement with an enterprise collaboration hub that brings together colleagues, customers, and contextual customer data.
- Share and update CRM platform contacts inside Microsoft Teams chat sessions.
- Work together on event planning and content creation.

Respond to customer needs in real time



Quickly identify and address what is resonating with customers and empower sellers to boost sales with guided-selling responses.

- Know what's working with instant insights into customer emotion, competitor mentions, talk-to-listen ratio, and customer questions using AI-powered conversation intelligence.
- Track relationships with a single score based on signals from Dynamics 365 and Microsoft 365 that reveal relationship health and risks.

Give your sellers the best tools for the job



In a fast-paced sales environment, sellers need tools to help them work productively, focus on customers, and collaborate easily. Dynamics 365 Sales Enterprise and Premium leverage the power of AI to provide seller-targeted copilot capabilities in the flow of work to help sellers drive revenue and maximize potential.

As you embrace the transformative power of AI-boosted sales solutions, remember that the future rewards those who dare to innovate, inspire, and exceed customer expectations. Let Dynamics 365 Sales be the catalyst for your sales success story.

[Get a free trial](#)

[Contact sales](#)