



Your Online Sales Team Makes it Happen

Marketing and Sales Tasks

Market research
Monitoring & managing social media
Plan and manage marketing campaigns
Brand management
Building customer relationships
Content creation

Building relationships

Sales strategies

Identifying potential customers
Handling sales issues
Qualifying leads

Sales correspondence
Customer service
Making the sale
Follow up

Tools to Manage These Tasks Online

- Online surveys/visitor behavior analytics
- Social media management planning tools
- Landing pages/paid ads
- Clear brand throughout website
- CRM tool, social media
- Curator tools, White papers, Blogs, Videos, Presentations, E-books, Infographics, Customer success stories, Testimonials
- Using social media, email and other tools to build relationships & bring awareness to your business
- Upselling, cross-selling bundling, discounts, social media, sales funnel
- Capturing visitors with analytics
- CRM
- CRM (lead management, pipeline management) analytics
- CRM (Sales automation)
- CRM
- e-commerce software and automated emails
- Review, loyalty programs

Stone Mountain Solutions, LLC

484-464-3332 | info@smsolutionsco.com | www.smsolutionsco.com