

Salesforce Services for Growing Companies

What we do...

With expert guidance Salesforce.com will improve every aspect of your business. Its core technologies connect data from any system, and you can access it all from anywhere.

"A reputation based on project success and ongoing quality of service is hard to achieve, but it is essential. 85% of our business is referral, which has to say something."

- Dylan Gray

Define Your Sales Process

Outline sales process requirements that effectively work with your CRM

Salesforce Implementation

An end-to-end working solution per your custom requirements

Adoption, Training & Support

One-on-one service as you need it and everyone taken care of individually

Service Experience

- More than 30 years of experience with multiple CRMs
- Worked with Salesforce going on 20 years
- Over 100 implementations from 2 to 3,500 users

Dylan knows what works! Whether you are a start-up or a global enterprise, our team has the experience to guide you to and thru what works best for your organization.



Dylan Gray Consulting

Work Smarter. Manage Better. Grow Faster.

www.dylangrayconsulting.com

US +1 832 295 9498 CAN +1 613 903 4299 UK +44 207 101 9238



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A cultivated reputation...

Quantified

- Added \$12m to the bottom line in six months for a major oilfield services company
- Saved \$200m in collections over the course of 18 months for a major oil company
- Increased win ratio from 1:20 to 1:2.5 for a Business Process Outsourcing company

Qualified

"We just finished our Optimization Call, and under Dylan's leadership we've gained tremendous insights in how we can best leverage Salesforce.com to create a dynamic system that empowers our sales agents to maximize revenue."

Sales Operations Manager, National Advertising Firm

"I was aware of salesforce, and you guys did a great job of helping me map our needs. We are now running the Business Development on it."

VP Business Development, National Utility Construction Firm

"Great job, built what I asked for, got my staff trained, and it is working great."

SVP Business Development,
Electrical & Pipeline Construction Firm

"Dylan is very engaging and has an ability to dig into areas that need flushed out and drive a conversation where all parties better understand the issues and potential solutions. In discussions with 5-6 people, this is an invaluable skill. Not only did we come away with great solutions, everybody has a deeper understanding of the why and how."

Senior Manager Sales Operations, Manufacturing Firm

"You made it so easy for me to get what I needed, you just got it done and hid the details. Thank you."

EVP Sales & Marketing Worldwide,
Subsea Umbilicals Custom Engineering Firm



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Most requested services...

LEAD MANAGEMENT

Capture enquiries from website, follow up in a timely fashion, and track success

ACCOUNT MANAGEMENT

Segment accounts, prioritize those that take care of you, deepen relationships, and identify new business

CONTACT MANAGEMENT

Maintain relationships, know who to market and sell to, keep track of movers and leavers

SALES MANAGEMENT

Easy fact-based sales management calls with 5 key topics and real time data from salesforce

QUOTE & PRICING MANAGEMENT

Generate branded quotes with accurate pricing & send to clients for electronic signature, easy and fast

CONTRACT MANAGEMENT

NDA, MSA, SoW, Work Orders, generated in real time, prepopulated, and sent for electronic signature

APPROVALS & NOTIFICATIONS

Automate approval processes for quotes/contracts. Easy to approve on a mobile to keep going

OPPORTUNITY MANAGEMENT

Streamline selling process, clarify next steps, and stay on top of leads anywhere

PIPELINE & FORECAST MANAGEMENT

Know if you are going to hit your target, what deals need an assist, increase forecast accuracy

OFFICE 365/SHAREPOINT INTEGRATION

Share Salesforce files with non-salesforce users with Office 365 OneDrive.

REPORTING & ANALYTICS

Get the information & analytics you need. Let the machine do the work & provide recommendations

OUTLOOK & MOBILE INTEGRATION

Integrate Outlook / Gmail / Mobile with Salesforce and access everything salesforce from your inbox

TRAIN & SUPPORT

Talk to a real person with individual one-on-one sessions with a coach to help your team do their job



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We deliver results...

Salesforce is deceptively simple, but infinitely complex. Dylan Gray Consulting optimizes your investment to get the most out of your sales team to grow your organization. Whether you need assistance with one piece or the whole puzzle, we deliver results.



Options to Engage

- Hourly: for a quick assist or just a call, book online or email us
- Project: complete individual projects on time and on budget
- Retained Services: managed services for a fixed price



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Salesforce Services for Growing Companies

20 years of success

"Dylan was a great team player with a strong working knowledge of salesforce.com and its capabilities. He develops excellent relationships quickly and was able to understand different business needs with ease. He designed solutions that were adopted rapidly by our team."

- Molly Plover, EVP



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