Titan: SMARTS Sales Management System

The Titan SMARTS Sales Management System is comprised of Lead Tracking, Sales Analysis, and SMARTS Distributed modules and is fully integrated with INTRIX software systems. Titan SMARTS was designed to organize lead tracking, prospecting and follow-up. Automatic event generation and mail merge insure an air-tight sales cycle that will improve sales and productivity for centralized and distributed sales forces.

Feature Summary:
- No more missed or delayed follow-up with SMARTS Automatic Event Generation
- Tracks lead history from initial contact through close
- Quick, selective mass mailings are only a keystroke away
- Keep your sales force organized and focused on important items with prioritization of daily and weekly tasks
- Online account, product and competitive information makes novice sales staff sound like seasoned veterans
- Evaluate staff, product lines, territories and markets with on-demand performance reporting
- Track the effectiveness of advertising and promotional efforts
- Process orders more quickly and improve customer service levels with online inventory and pricing information
- Reduce write-offs with online credit and payment data

Strong data retrieval capabilities and an integrated tool set add to the power of the application. Utilizes the PROGRESS-4GL RDBMS technology. Source code available.