

EDUCATIONAL WORKSHOPS

Microsoft Dynamics 365 for Sales

Microsoft and Redspire co-host a series of online workshops, for customers in Financial Services. Each session is designed to help FSI organisations build resilience in the new operating environment.

Overview the technology, learn about the new features that are transforming the sector, see the capabilities in action and gain invaluable insights from our solutions specialists. Join us at the FREE, invite-only workshops to adapt and grow with the very latest technology, future-proof operations and excel in customer experience over the months and years ahead.



SESSION OVERVIEW

This session focuses on how to sell smarter and close deals faster with Dynamics 365 for Sales, enriched by the power of AI and LinkedIn Sales Navigator.

- Learn how to unify your rich customer data, company assets and top seller playbooks with free and advanced insights features across web-based dashboards and mobile.
- See how you can accelerate sales with predictive lead scoring and premium forecasting. Make use of your intelligent assistant at every stage of the engagement process.
- Activate high-velocity selling with in-context intelligent guidance so sellers can spend more time building the relationships that are most likely close.
- View visual and granular feedback, taking both the legwork and guesswork out of the team's day to day activity. Increase efficiency and productivity by identifying priority tasks and your key prospects.
- We'll close by showing you how Dynamics plus Sales Navigator can provide a 15% increase in sales productivity and explore the incredible integrations possible with Power Platform technologies.



AGENDA

TIME 2 hours
PLACE Online, hosted on Microsoft Teams Live
AGENDA During the two hour session, we'll cover the following:

- Introductions
- Welcome and opening remarks
- Dynamics for Sales overview
- Key features and integrations
- Short demo and use case
- Q&A
- Closing remarks



RESERVE YOUR SEAT

Please contact Helen Murphy, Partner Relationship Manager to register your interest

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Redspire

Redspire is a Microsoft Gold Partner who work with the UK's leading financial services organisations. We lead our partners through meaningful digital transformation and revolutionise how they do business.

Specialising in Dynamics 365 and the Power Platform, and the limitless integrations of world-class Microsoft technologies, Redspire solve organisational business pain, futureproof operations and create a unified digital ecosystem that can be constantly enhanced or improved as digital evolves.

We've worked on the biggest operational challenges facing the industry today, including COVID-19 crisis management solutions across our client base, Business Banking improvements at Virgin Money, process automations at Beazley Insurance and client engagement at Money and Pensions Service.

Criteria

This session is open to c-suite and business leaders in Microsoft account managed organisations in the Financial Services space.

Business Benefits

- Learn about the new and emerging technologies that are transforming sales, relationship building and experience in Financial Services
- Gain insight on best practice from other FSI business leaders, Microsoft and Redspire
- Formulate fresh ideas on the evolution of CX and technology use in your own organisation
- See the solutions brought to life by Redspire and Microsoft and access some of the UK's top minds in technology.



What's included

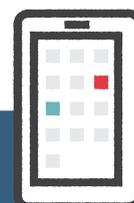
- A 2-hr Dynamics 365 for Sales workshop in the comfort of your own workspace, with expertise across FSI and insight from Microsoft and Redspire
- Free access to the Whitepaper, Re-imagining FSI in the Global Health Crisis



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Contact us
today

Work better, work smarter, work together

