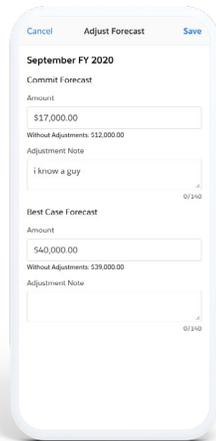# SALES

Did you know most features come standard with your initial purchase? Maximize your ROI with the latest innovations across the Customer 360 platform.
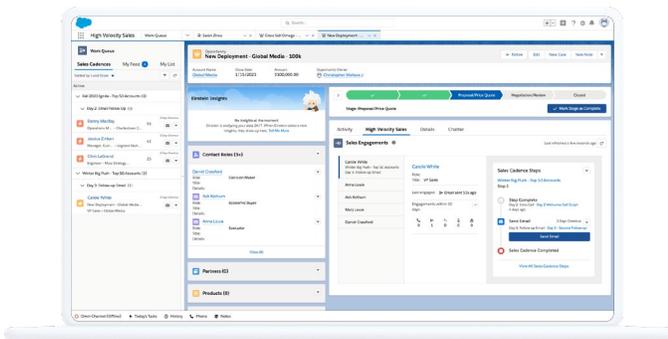
'21

BUSINESS USER

Forecast Adjustments on the Salesforce Mobile app

Access your forecasting from anywhere. Users now have the ability to view and make adjustments to forecasting using the Salesforce Mobile app.
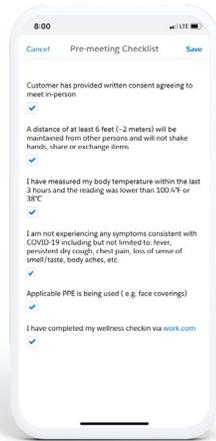
LEARN MORE >

BUSINESS USER

High Velocity Sales for Opportunities

You can now leverage sales cadences on any top sales objects, at any stage of the sales cycle or deal. Track and engage directly and automatically on the Lead, Contact, Opportunity, Account, or Person Account records using the best practice steps from Sales Cadences.

WATCH DEMO   **LEARN MORE >**

salesforce
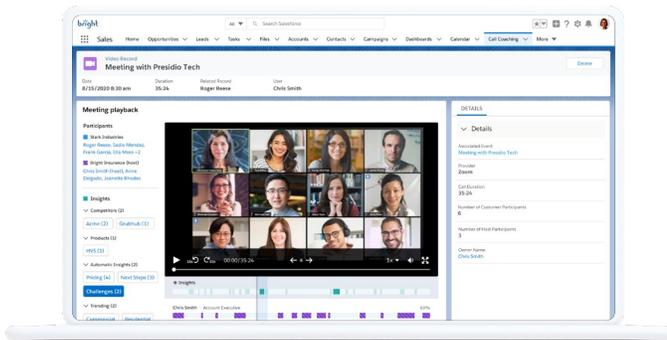
Salesforce Maps Field Safety Kit

In addition to the Covid trend data layer which is already available to customers, further features of the Field Safety Kit are now GA. Now you can prepare for site visits with "in-field safety questionnaire" templates triggered for review by Account Executive check-in/check-out.
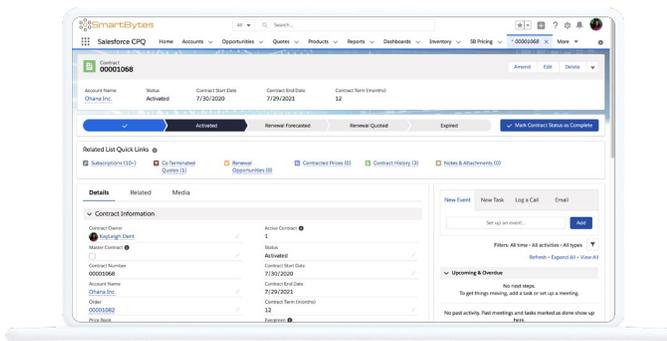
LEARN MORE >

Einstein Conversation Insights

Give sales managers insights about their teams' sales calls and surface coachable moments. Managers can play recordings of conversations to gain visibility into mentions of competitors, products, custom keywords, pricing discussions, and next steps.
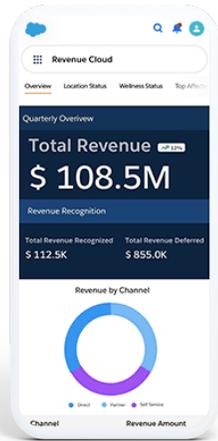
WATCH DEMO   **LEARN MORE >**

Salesforce CPQ Enhancements

Salesforce CPQ now offers improved support for enterprise scale. We've doubled the number of lines we support in contracting from orders which means that if you can quote it, you can order it, you can contract, amend and renew it. We can now transact larger, more complicated transactions end-to-end.

LEARN MORE >

Revenue Cloud

Make business buying as easy as shopping on Amazon with a unified transaction engine that is capable of handling any revenue model from widgets to wireless plans, designed API-first for seamless omnichannel experiences when buying, amending, or renewing, and built on the #1 trust CRM platform, empowering sellers, partners, and online storefronts to deliver personalization at every step in the buying journey.

LEARN MORE >