

SALESFORCE AUTOMATION

The Salesforce Automation course is designed to equip sales professionals with the essential skills needed to manage and optimize sales processes using Salesforce.

Through interactive and hands-on modules, participants will learn how to navigate, consult, and edit the Customer Sheet section of the platform.

Target Audience

This course is designed for sales professionals in the Food & Beverage industry.

Implementation support

This course was developed by MODO with the assistance of a Salesforce specialist.

Course content

The course consists of 11 interactive modules that cover the following topics:

- **Consulting the customer record:**

Learn how to locate and utilize available information about customers.

- **Using the Customer Sheet Section:**

Gain skills in entering notes, information, and activities related to customers.

- **Sales Support:**

Master the quick setup of orders, collections, and service requests.

Deepen your team's Salesforce skills and take your sales to the next level!

MODO ready-made courses are designed to meet your company's needs.

Want to schedule a demo or design a SALESFORCE AUTOMATION course for your organization?

Contact us.

