

Features to Look for in Sales Pipeline Software Solutions

<input type="checkbox"/>	Activity tracking
<input type="checkbox"/>	Approval process control
<input type="checkbox"/>	Campaign management
<input type="checkbox"/>	Cloud-based
<input type="checkbox"/>	Collaborative features
<input type="checkbox"/>	Configurable workflow
<input type="checkbox"/>	Contact management
<input type="checkbox"/>	Customer history
<input type="checkbox"/>	Customizable approvals
<input type="checkbox"/>	Customizable reporting
<input type="checkbox"/>	Easy to use; drag-and-drop interface
<input type="checkbox"/>	Email integration
<input type="checkbox"/>	E-commerce option
<input type="checkbox"/>	Engagement analytics
<input type="checkbox"/>	Forecasting
<input type="checkbox"/>	History tracking
<input type="checkbox"/>	Inbox management
<input type="checkbox"/>	Integrations with commonly-used apps
<input type="checkbox"/>	Lead management

<input type="checkbox"/>	
<input type="checkbox"/>	Lead scoring
<input type="checkbox"/>	Mobile app
<input type="checkbox"/>	Opportunity management
<input type="checkbox"/>	Pipeline management
<input type="checkbox"/>	Preview functionality
<input type="checkbox"/>	Process control
<input type="checkbox"/>	Quote management
<input type="checkbox"/>	Real-time notifications & collaboration
<input type="checkbox"/>	Reporting & statistics
<input type="checkbox"/>	Sales forecasting
<input type="checkbox"/>	Security (check certifications and compliance issues based on your company needs)
<input type="checkbox"/>	Social media integration
<input type="checkbox"/>	Territory management
<input type="checkbox"/>	Workflow management