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Fresh Proposals Supercharges Sales Efficiency & Revenue: Faster Approvals and Automated Renewals for Sales Teams

New Features Empower Teams to Close Deals Faster and Secure Repeat Business

NEW YORK CITY, NEW YORK, UNITED STATES, April 25, 2024 /EINPresswire.com/ -- Fresh Proposals, a leading provider of proposal software solutions, today announced the launch of two powerful features designed to significantly improve sales efficiency and boost revenue. These features streamline the internal proposal review and approval process while automating document renewal, empowering sales teams to close deals faster and secure repeat business.

Streamlined Approvals for Faster Deal Cycles

The new internal proposal review and approval workflow feature within Fresh Proposals Software eliminates bottlenecks and expedites deal cycles. Team members can now seamlessly collaborate on proposals, providing feedback and approvals within a centralized platform. This eliminates the need for manual routing and chasing down approvals, saving valuable time and ensuring deals stay on track.

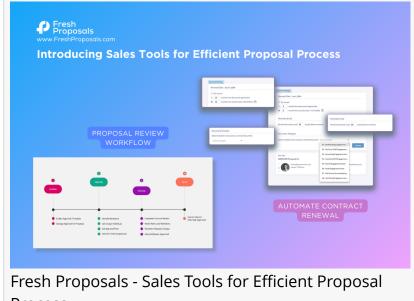Here's how it empowers your sales team:

- Effortless Reviewer Assignment: Easily identify individual reviewers or assign entire review groups based on expertise and project needs. This ensures the right people are involved at the right stage, avoiding delays.
- Clear Approval Sequence: Designate a clear route/sequence for internal approvals, ensuring proposals follow a defined path. This eliminates confusion and streamlines the process.
- Automated Notification and Reminders: Reviewers are automatically notified when their action is needed. The system can also trigger follow-up notifications if a response is overdue, keeping

the approval process moving forward.
- Feedback Management Made Easy: If a reviewer requests changes, the system automatically restarts the review process at the designated point. This ensures all feedback is addressed efficiently and transparently.

Effortless Renewals Drive Recurring Revenue

The automated document renewal feature automates the contract renewal process, a significant time-saver for sales teams. Fresh Proposals Software can trigger timely

Fresh Proposals - Sales Tools for Efficient Proposal Process

notifications for expiring contracts, and automatically generate renewal documents pre-populated with relevant data. This not only reduces manual work for sales reps but also helps secure repeat business and ensure a steady stream of recurring revenue.

> "
> Streamlining approvals, automating renewals, Fresh Proposals empowers sales teams to close deals faster, focus on building customer relationships, and ultimately drive significant revenue growth."
>
> *Sandeep B*

- Proactive Renewal Reminders: Never miss a renewal opportunity again. Set up automated reminders that notify you well in advance of each contract's expiration date. This ensures you have ample time to connect with clients and discuss renewal options.
- Prioritize What Matters: Customize alert settings to prioritize critical contracts. Highlight high-value clients or contracts nearing expiry, ensuring your team focuses on the most important renewals first.
- Real-Time Visibility, Reduced Risk: Receive real-time notifications about upcoming renewals, minimizing the risk of lapsed services and potential revenue loss.

- Effortless Renewal Document Creation: Say goodbye to manual document creation. With Fresh Proposals, pre-populated renewal documents are automatically generated based on existing contract data, preset template, saving your team valuable time and ensuring accuracy.
- Centralized Renewal Management Dashboard: Gain instant insight into your renewal pipeline with a centralized dashboard. Track the status of upcoming renewals at a glance, prioritize your workload, and proactively manage your recurring revenue stream.

Empowering Sales Teams for Success

"We are thrilled to introduce these innovative features that directly address the challenges faced

by sales teams today," said Sandeep, Co-founder at Fresh Proposals Software. "By streamlining approvals and automating renewals which are also important for accounting tax firms for tax engagement letters, Fresh Proposals Software empowers sales teams to close deals faster, focus on building customer relationships, and ultimately drive significant revenue growth."

About Fresh Proposals

Fresh Proposals is a leading provider of proposal automation software solutions designed to help businesses streamline the proposal creation, approval, eSigning and management process. The software is used by SMBs in digital marketing, professional services firms like accounting, legal, consulting, IT, hospitality, recruitment and many more. Today the software is used by professionals in more than 100+ countries. The company's cloud-based platform offers a comprehensive suite of features that empower sales teams to create winning proposals, secure deals faster with eSignature, and secure repeat business. Visit Fresh Proposals website for more information.

Jay S
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