KOMPASS ROMANIA

EASYBUSINESS & SALES ACCELERATOR 2024

EasyBusiness by KOMPASS

Comprehensive Kompass data, advanced prospecting features

A unique and powerful combination!

Sales Accelerator

Executives with social media profile*, orgcharts, news and SALES CYCLE MANAGEMENT app

ALL IN ONE

TO:
SELECT PROSPECTS,
GENERATE LEADS,
EFFICIENTLY MANAGE THE SALES CYCLE
NURTURE AND RETAIN CUSTOMERS

** includes managers of companies from France, Italy, Spain, UK, Germany, Switzerland, Sweden, Belgium, Netherlands, Luxemburg, with social media profile.*

EasyBusiness Sales Accelerator

Advanced all-in-one B2B prospecting & sales management solution, empowering Marketers & Sales teams go further thanks to premium data and sales accelerating features

Supports you through the four main phases of the sales acquisition cycle

ANALYSE your market

TARGET your prospects

ENGAGE decision makers

CLOSE the deals

OUR KEY DIFFERENTIATORS

EasyBusiness

360° all-in-one tool for Sales teams

Powered by premium data

Sales funnel optimization

Sales pipeline management

Sales forecast display

Agenda, calendar and tasks set-up

Sales team monitoring

Prospects follow-up

HOW IT WORKS?

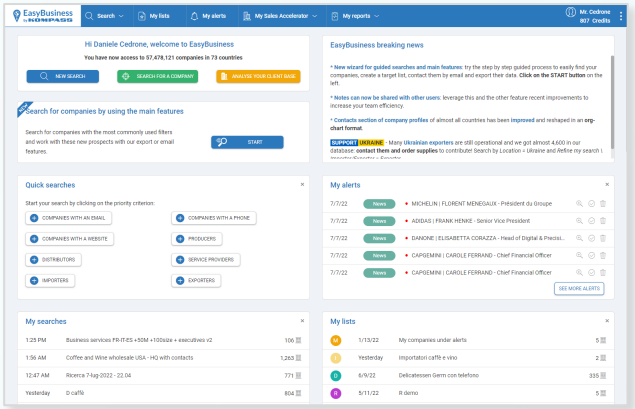
EasyBusiness by KOMPASS

Access to the **complete Kompass database** to **analyse** and identify your potential market

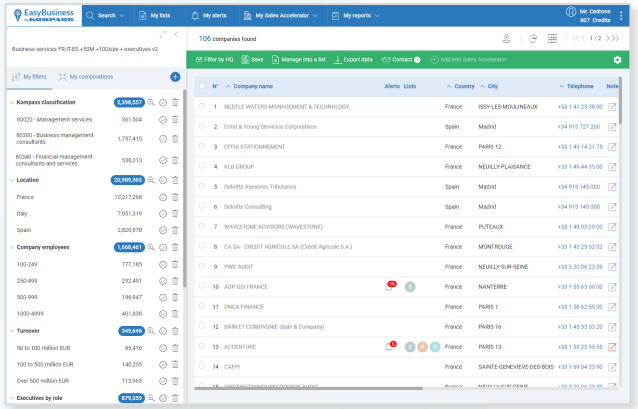
Build your **target lists** and **connect** to your leads leveraging key info, the multi-contact option and notes features

Qualify and import to your **Sales Accelerator pipeline** to follow up your opportunities with tasks and events

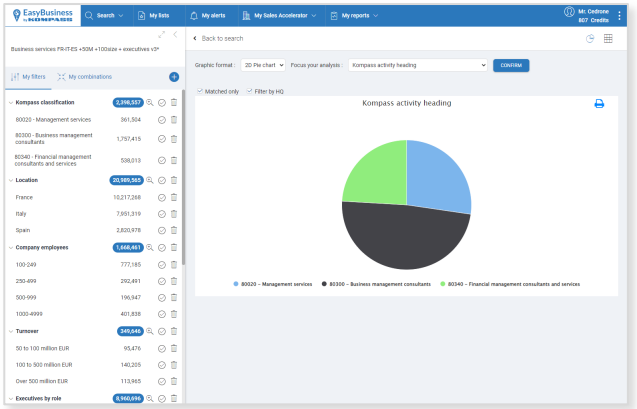
EASYBUSINESS - SELECT AND QUALIFY PROSPECTS



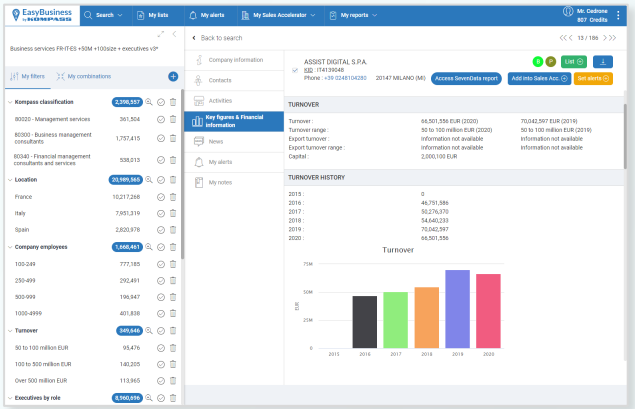
START



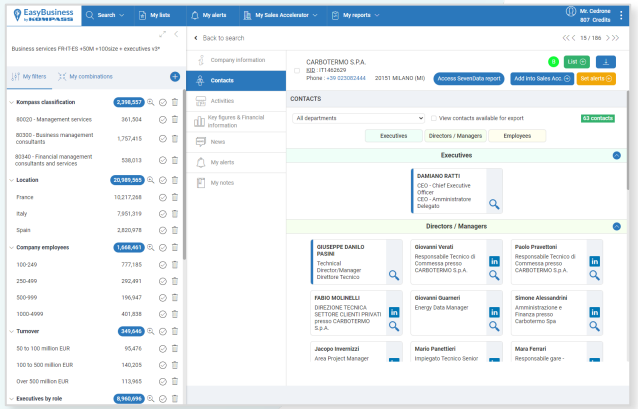
SEARCH



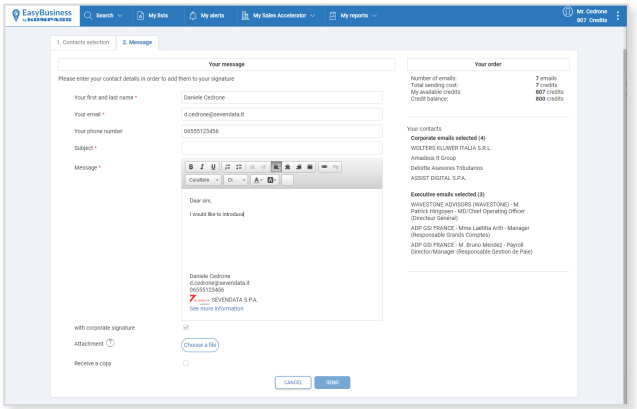
ANALYSE MARKET



IDENTIFY PROSPECTS



BUILD TARGET LIST



CONTACT

QUALIFY

EASYBUSINESS – MAIN FEATURES

SEARCH: use more than 30 advanced search criteria and their logical combinations to select company lists, save, recall, edit and share them with your team

MAP: choose a geographical zone depending on your search criteria and get a geolocalized overview of the results

ANALYSE: create and export statistics and graphics, diagrams and charts, to analyze the results of your search

VIEW: open company profiles to access all data, contact details, key figures, financial information, executive names and functions, etc.

CONTACT: send e-mail messages to multiple contacts through EasyBusiness

INSERT NOTES: add your personal notes to company profiles, to track of your sales & marketing activities and use them as a filter for following searches

MONITOR ALERTS: follow-up selected companies and get an alert when their location, financial info or executives change

CREATE LISTS: create customized company lists to manage your qualified leads and share them with your team

EXPORT DATA: select the companies and info you want to export and download them in Excel or PDF file format

PRINT PDF: print the company full profile with all the info and details with just one click and share it with your sales and marketing teams

EASYBUSINESS – KOMPASS DATABASE CONTENT

COMPANY INFO

- Kompass ID
- Company name
- Registration number (3)
- VAT Number
- Acronym
- Trade name
- Recipient
- Address (2)
- PO box
- ZIP code
- City
- District
- Country
- Country code
- Area
- State
- Website URL
- Phone number
- TPS (Telephone Preference Service)
- Fax number
- FPS (Fax Preference Service)
- E-mail address
- EMPS (Email Preference Service)
- Employees (company address)
- Exact company size (company address)
- Company size
- Exact company size
- Other classifications
- Brand / Tradename
- Associations

GENERAL INFO

- Legal form
- Establishment date
- Company type
- Export countries
- Export regions
- Import countries
- Import regions
- Gross turnover
- Gross turnover year
- Gross turnover range
- Export turnover
- Export turnover year
- Export turnover range
- List of other locations
- General activity
- Spoken languages

FINANCIAL INFO

- Turnover (*Y-4 to Y-1*)
- Operating income (*Y-4 to Y-1*)
- EBITDA (*Y-4 to Y-1*)
- Net income (*Y-4 to Y-1*)
- Share capital
- Shareholders and subsidiaries
- Share count
- Banks

EXECUTIVES INFO

- Title
- First name
- Second name
- Surname
- Local function name
- Job title
- Function code
- Type of function
- Gender

Sales Accelerator

Sales cycle power-up tool

Completes the Kompass data with:

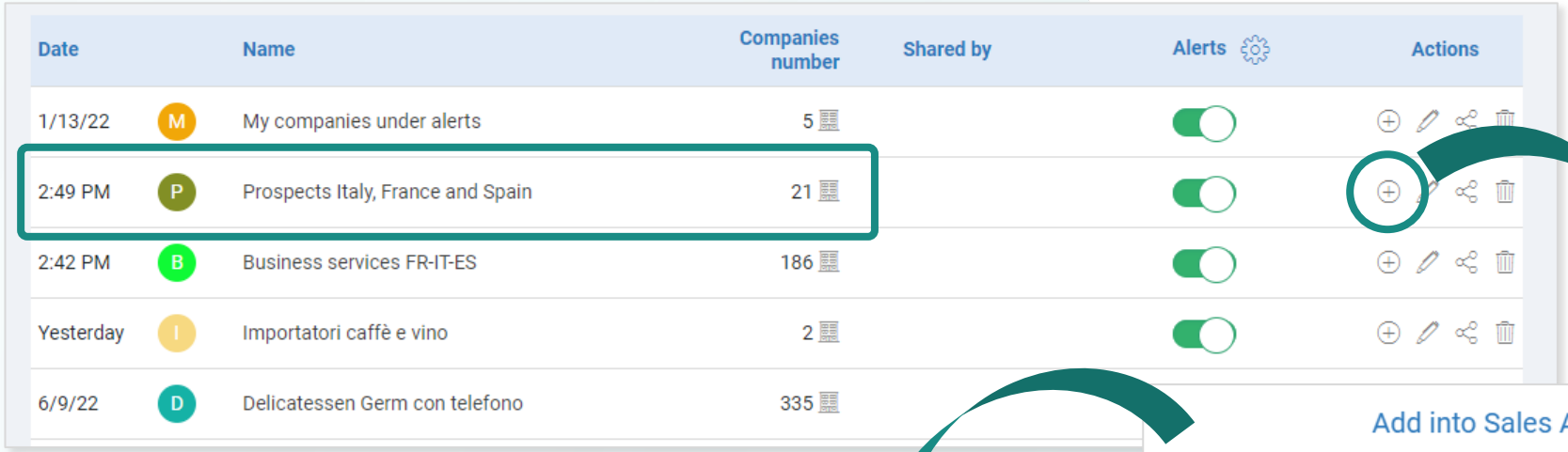
Executive profiles and contacts*,*
Company orgcharts;
News and company alerts.

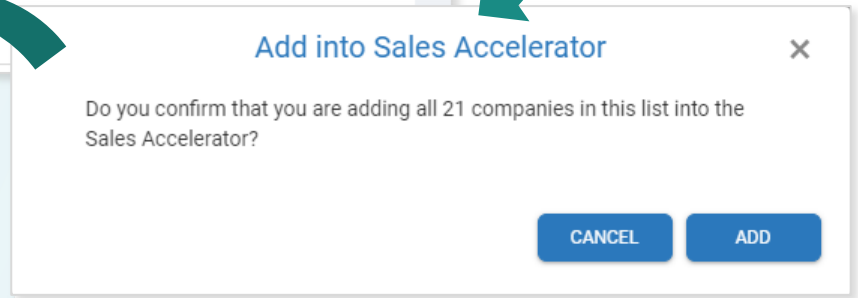
Complete Sales Pipeline management

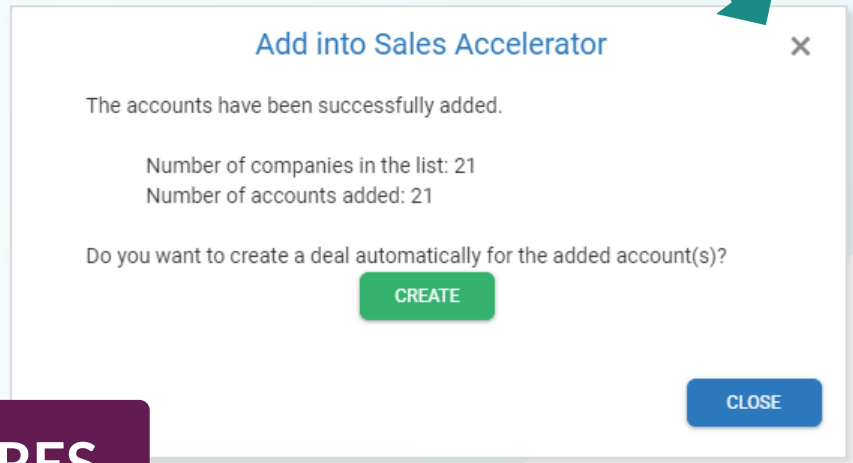
Customers retention & nurturing

** includes managers of companies from France, Italy, Spain, UK, Germany, Switzerland, Sweden, Belgium, Netherlands, Luxemburg, with social media profile.*

ADD PRESELECTED LISTS FROM KOMPASS DATABASE

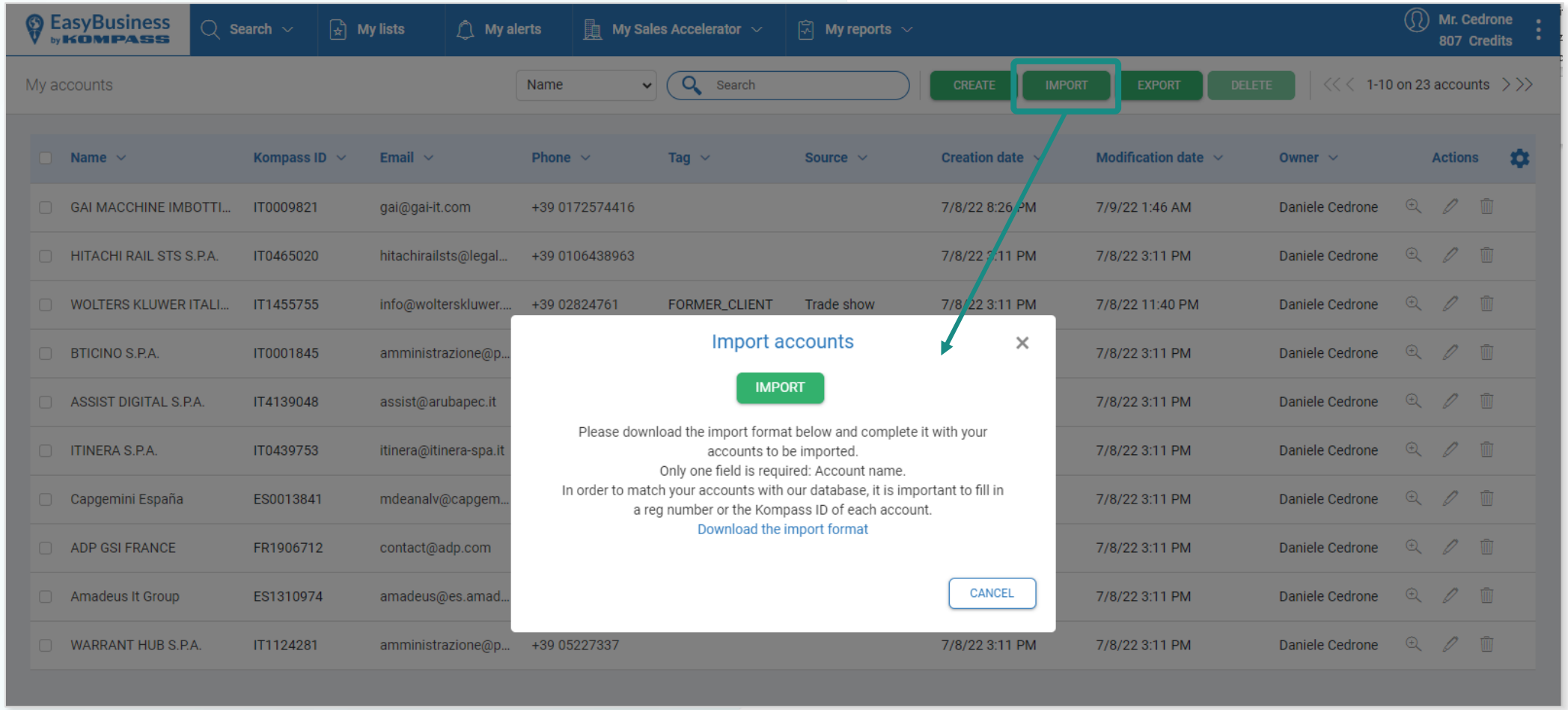






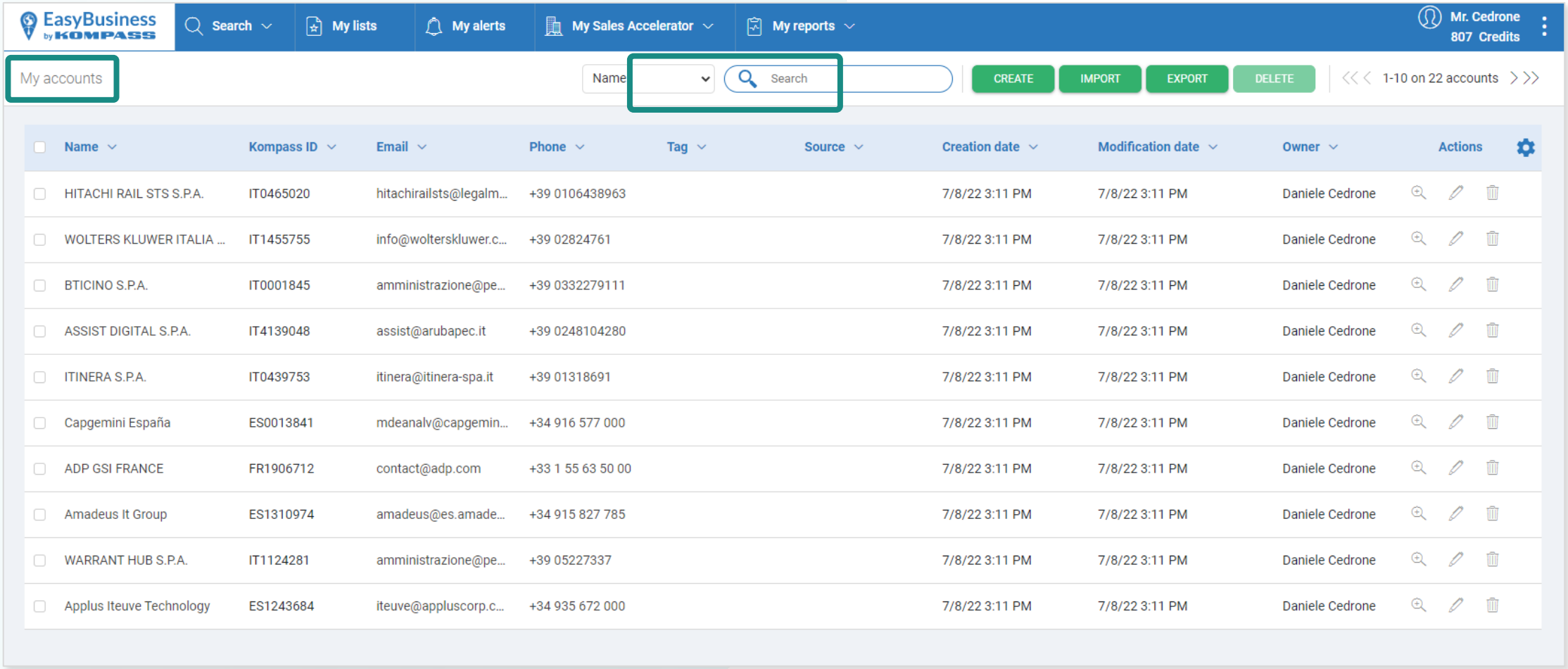
MAIN FEATURES

IMPORT YOUR EXISTING ACCOUNTS FROM AN EXCEL FILE



MAIN FEATURES

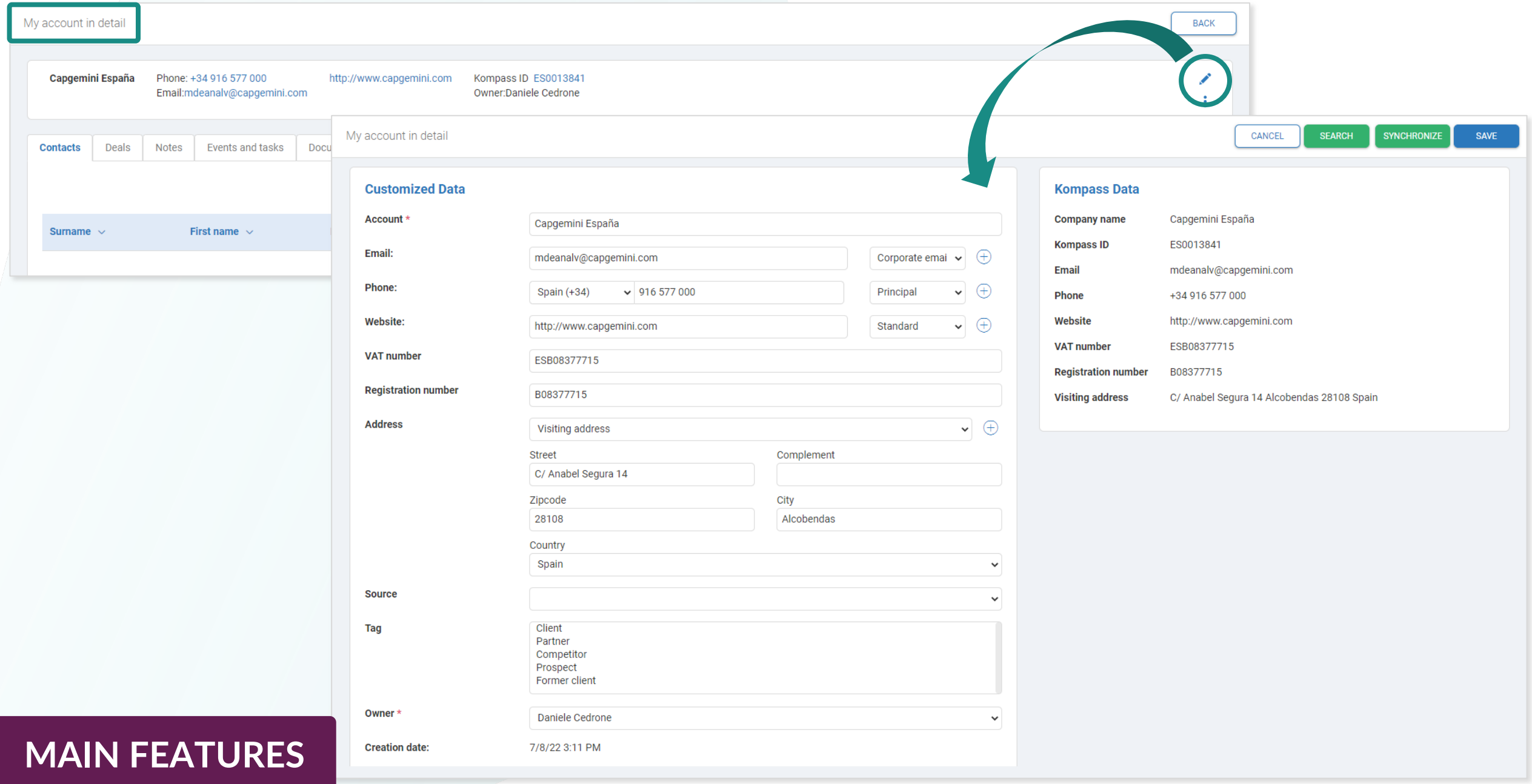
MANAGE ALL ACCOUNTS IN ONE PLACE



Name	Kompass ID	Email	Phone	Tag	Source	Creation date	Modification date	Owner	Actions
HITACHI RAIL STS S.P.A.	IT0465020	hitachirailsts@legalm...	+39 0106438963			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
WOLTERS KLUWER ITALIA ...	IT1455755	info@wolterskluwer.c...	+39 02824761			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
BTICINO S.P.A.	IT0001845	amministrazione@pe...	+39 0332279111			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
ASSIST DIGITAL S.P.A.	IT4139048	assist@arubapec.it	+39 0248104280			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
ITINERA S.P.A.	IT0439753	itinera@itinera-spa.it	+39 01318691			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
Capgemini España	ES0013841	mdeanalv@capgemin...	+34 916 577 000			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
ADP GSI FRANCE	FR1906712	contact@adp.com	+33 1 55 63 50 00			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
Amadeus It Group	ES1310974	amadeus@es.amade...	+34 915 827 785			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
WARRANT HUB S.P.A.	IT1124281	amministrazione@pe...	+39 05227337			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
Applus Iteuve Technology	ES1243684	iteuve@appluscorp.c...	+34 935 672 000			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	

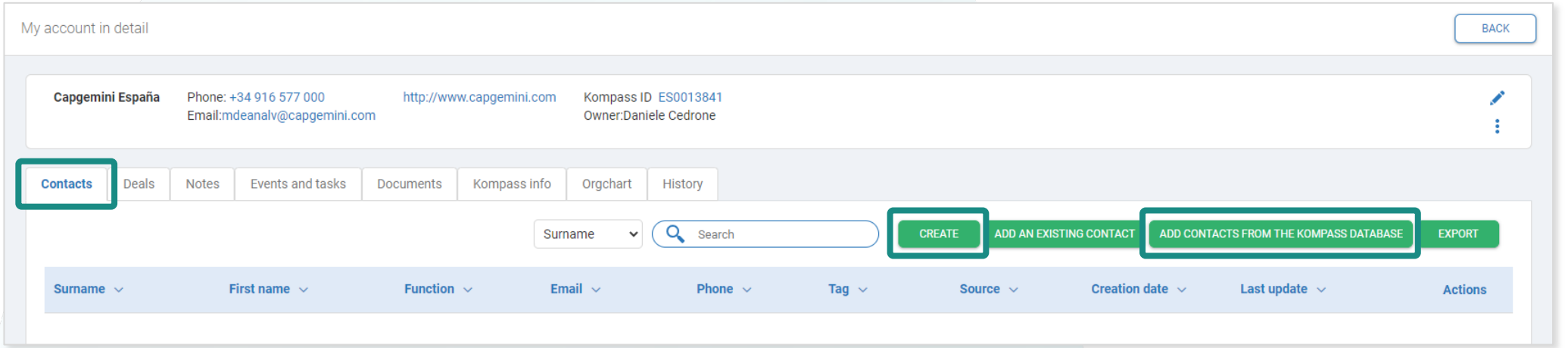
MAIN FEATURES

SYNCHRONIZE & COMPLETE WITH KOMPASS COMPANY DATA

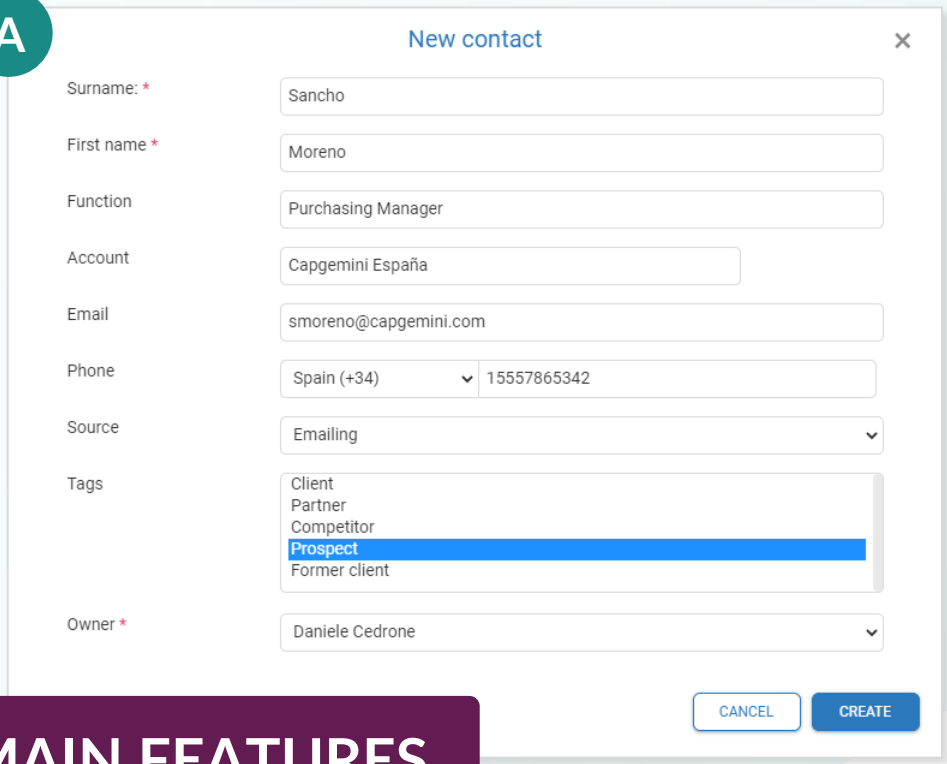


MAIN FEATURES

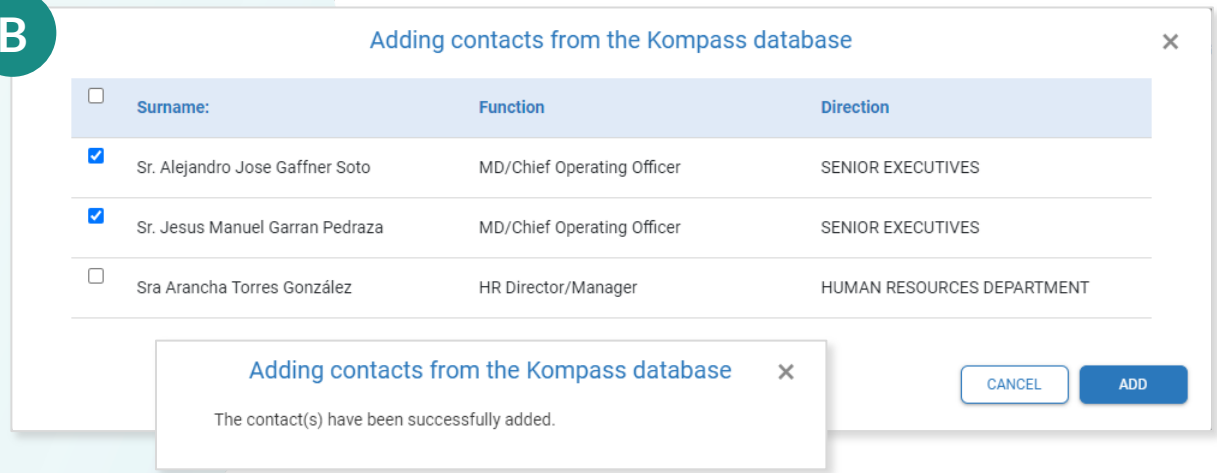
CREATE NEW ACCOUNTS AND ADD CONTACTS FROM KOMPASS

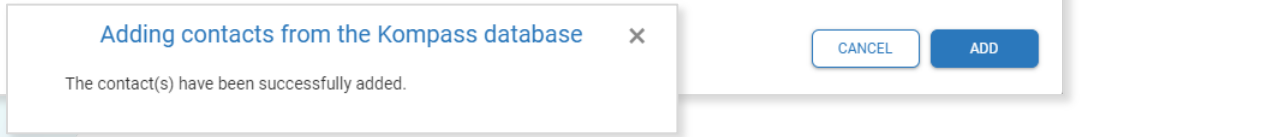


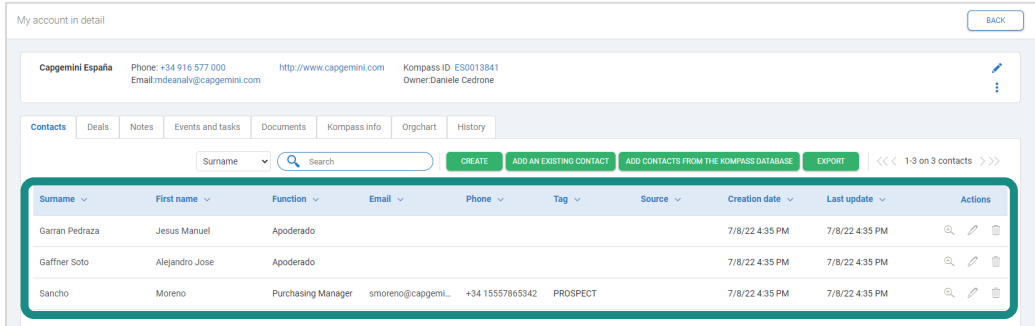
A



B

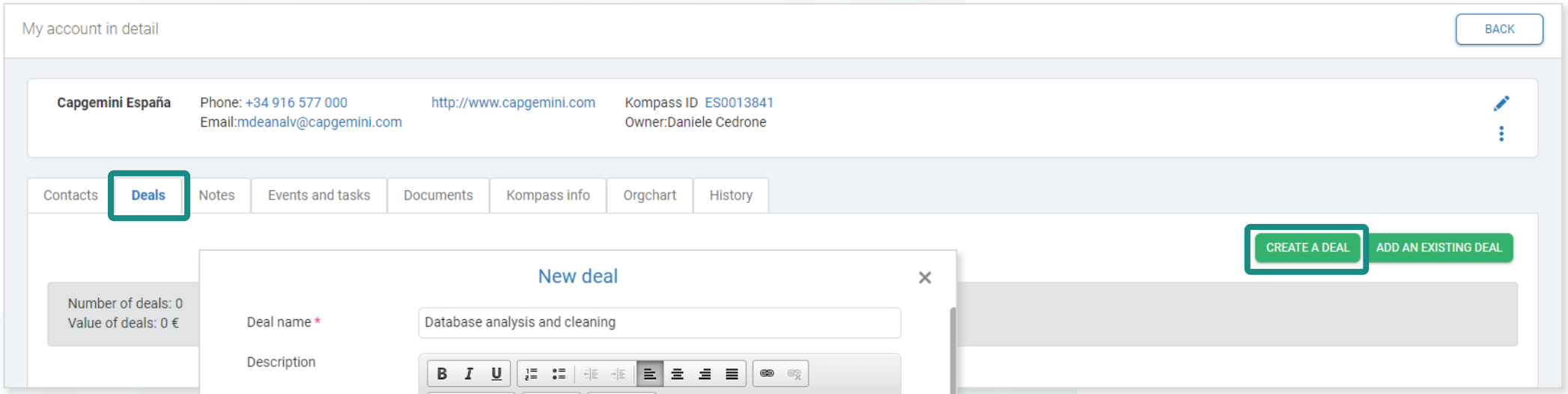


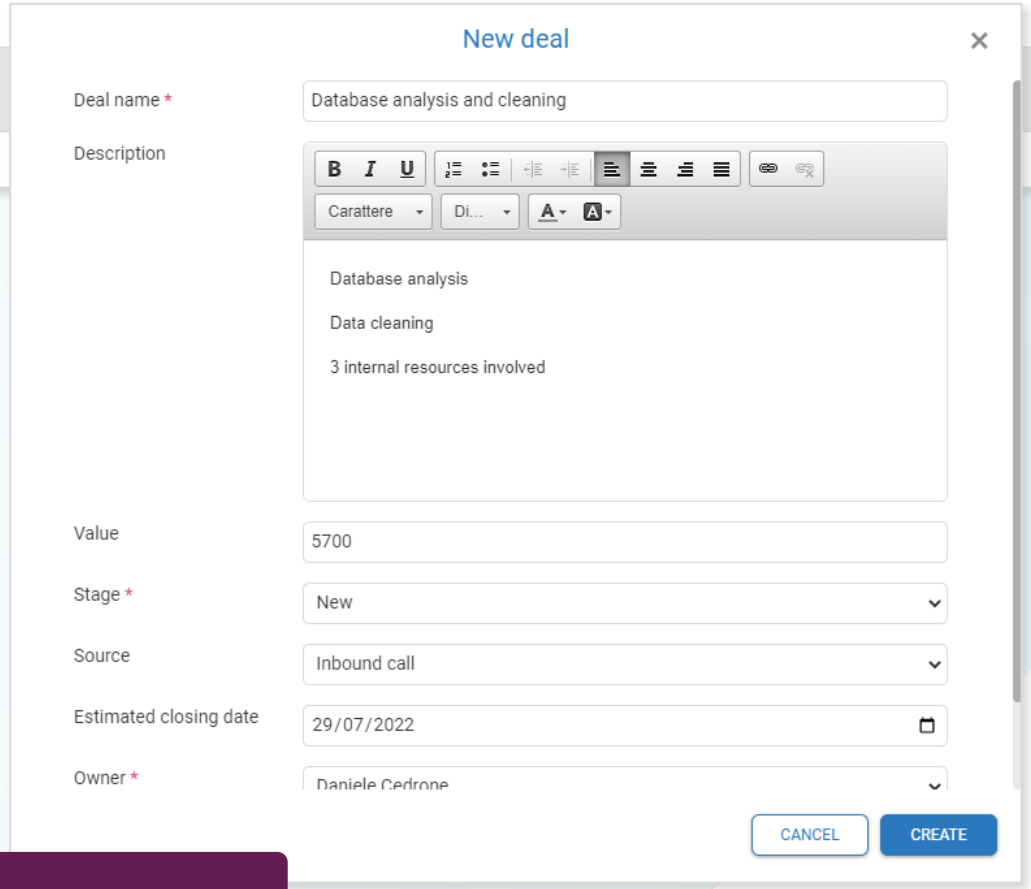


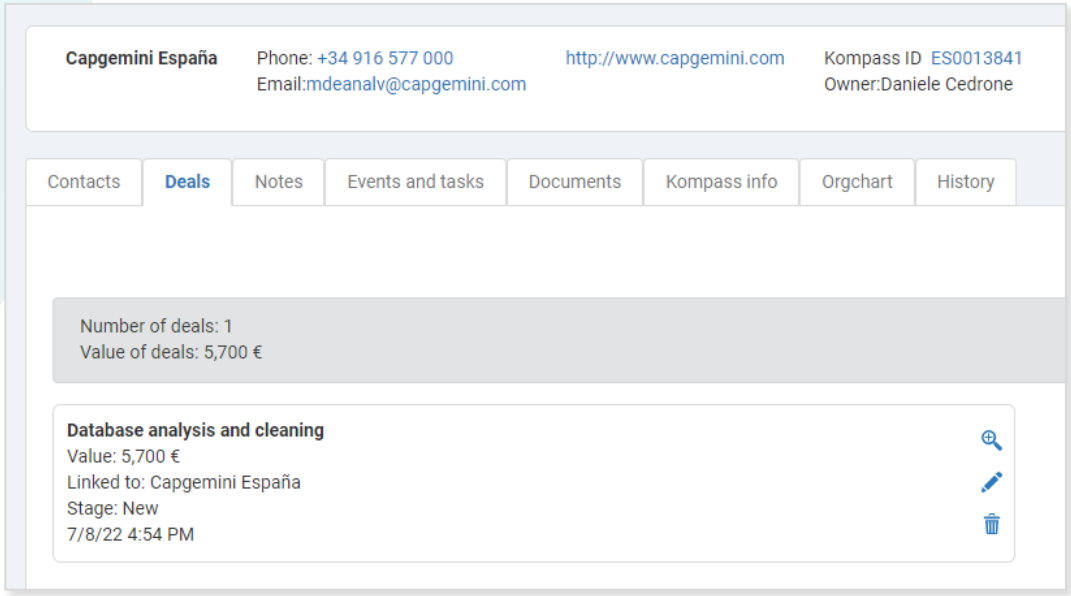


MAIN FEATURES

MANAGE THE FULL SALES CYCLE

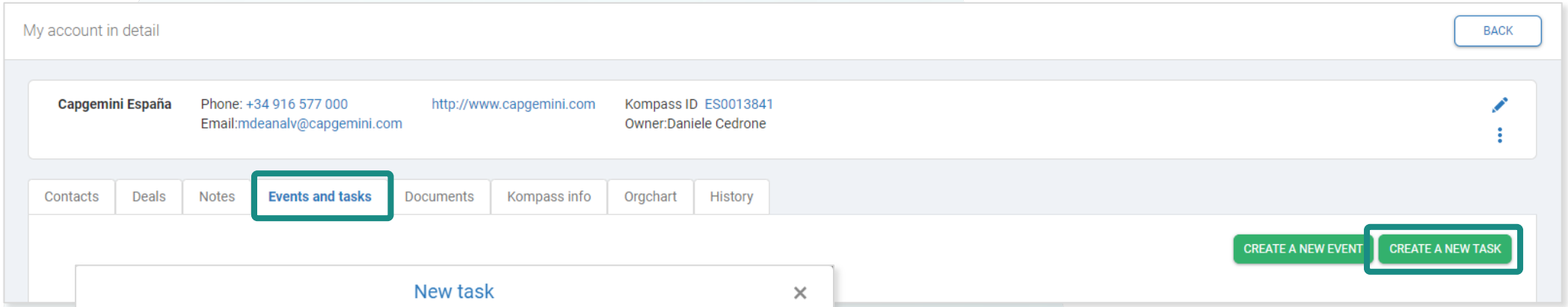


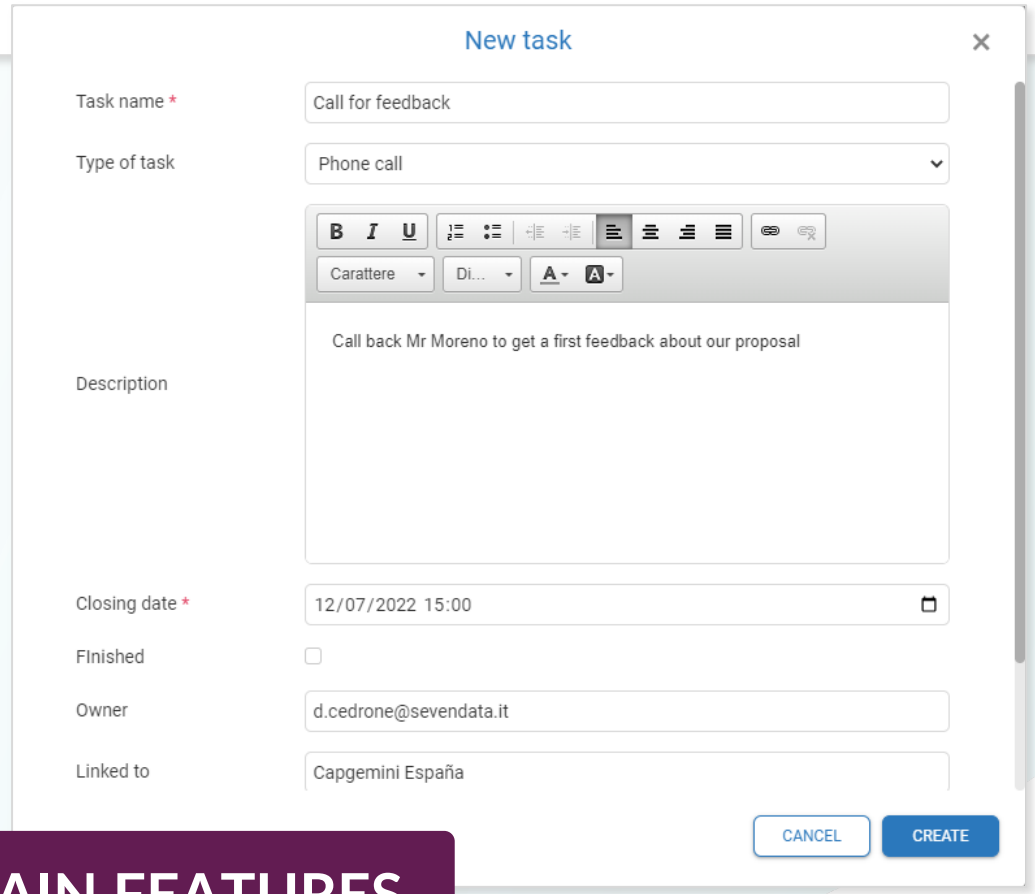


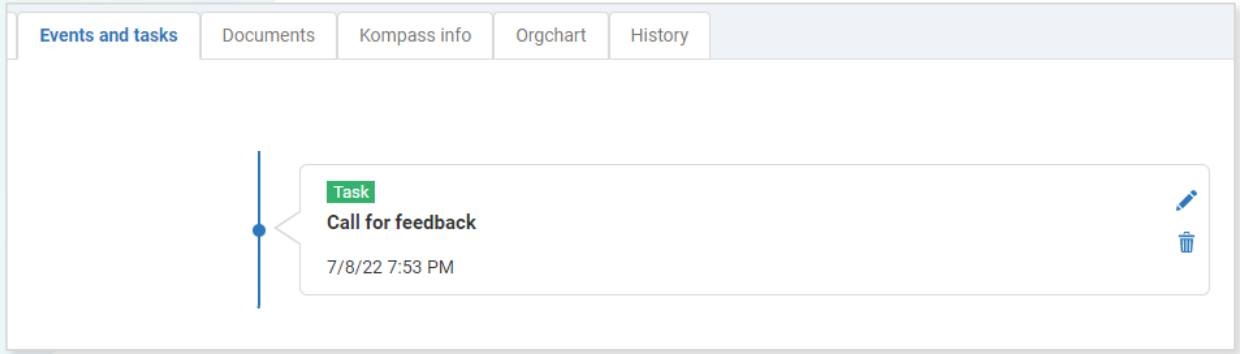


MAIN FEATURES

MANAGE TASKS & ACTIONS, MEETINGS AND EVENTS

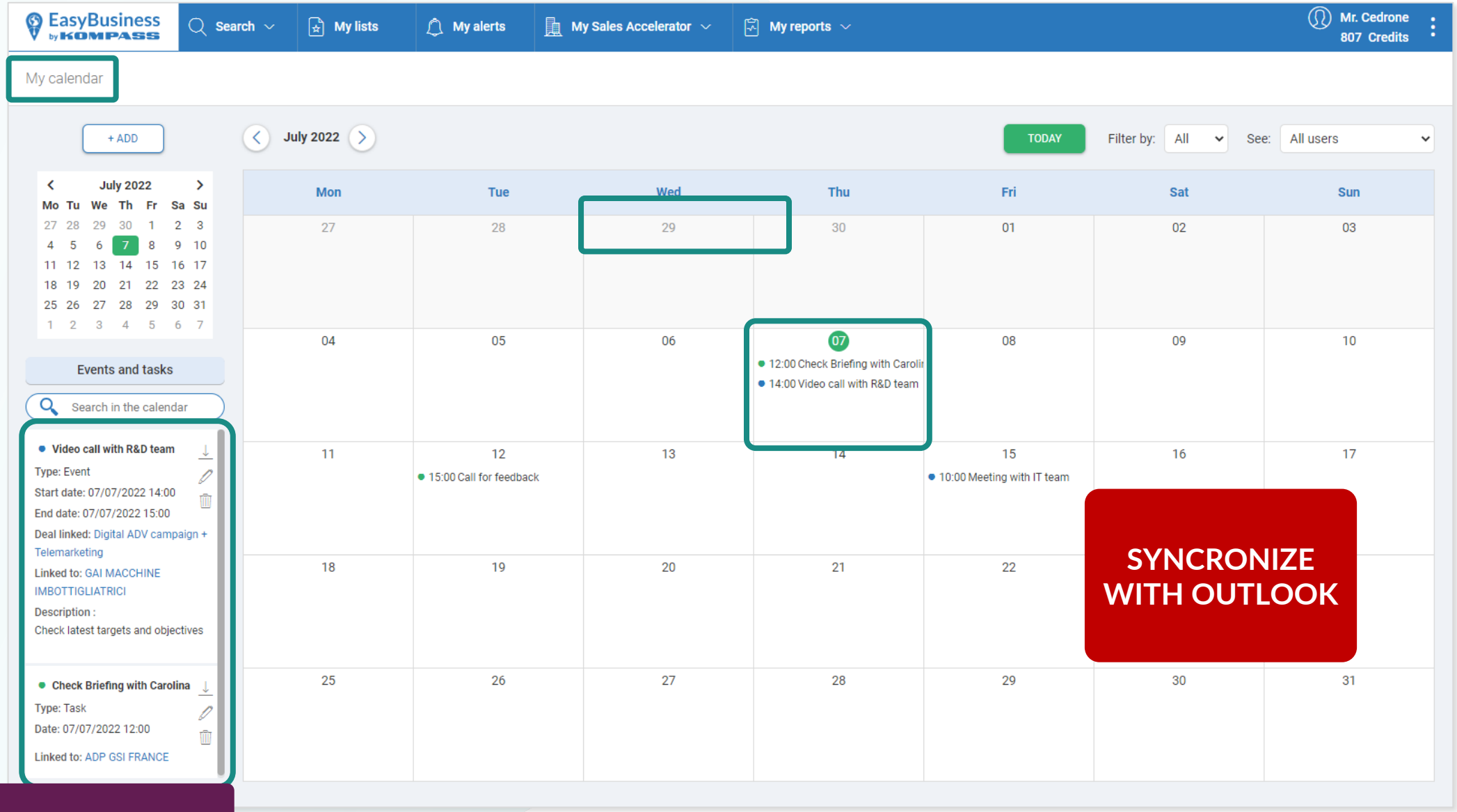






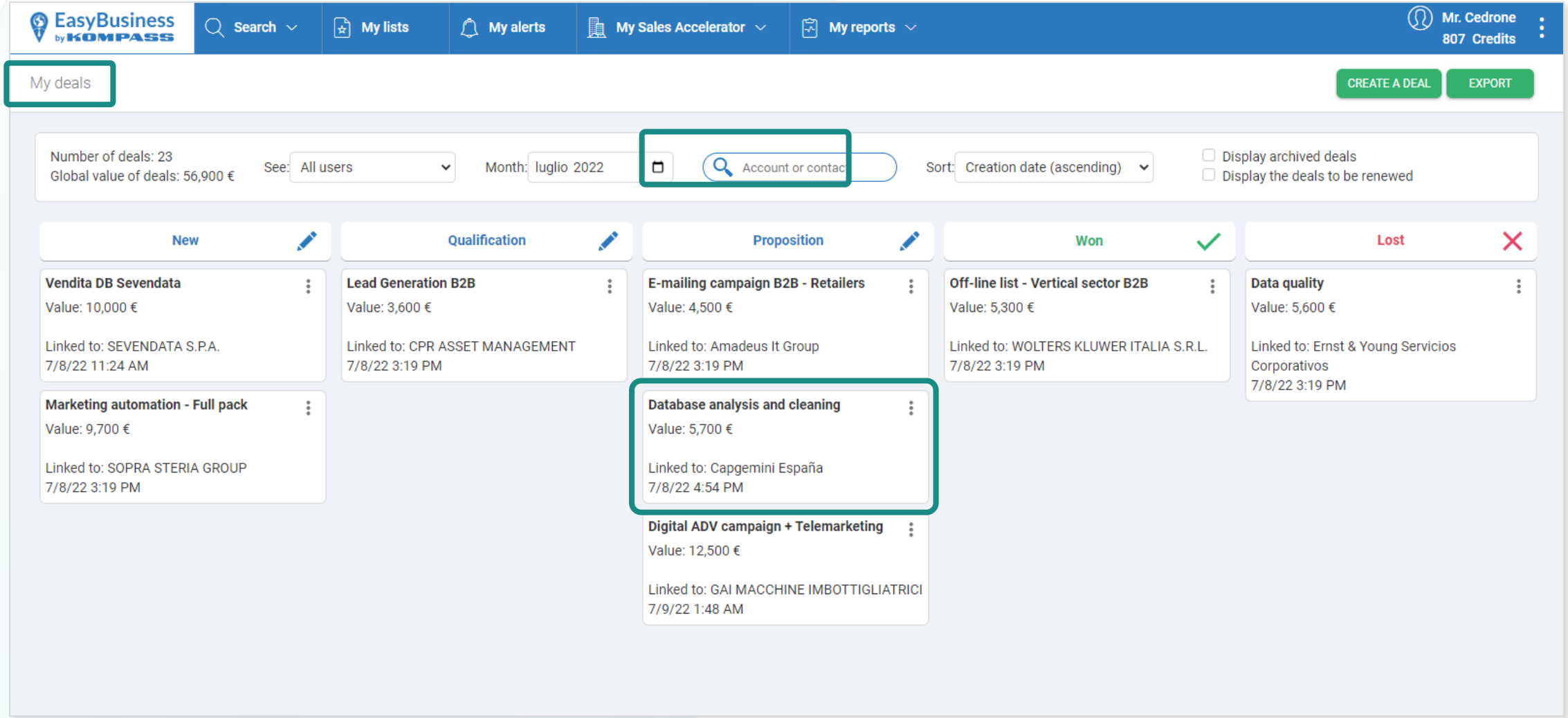
MAIN FEATURES

COMPLETE TO DO CALENDAR



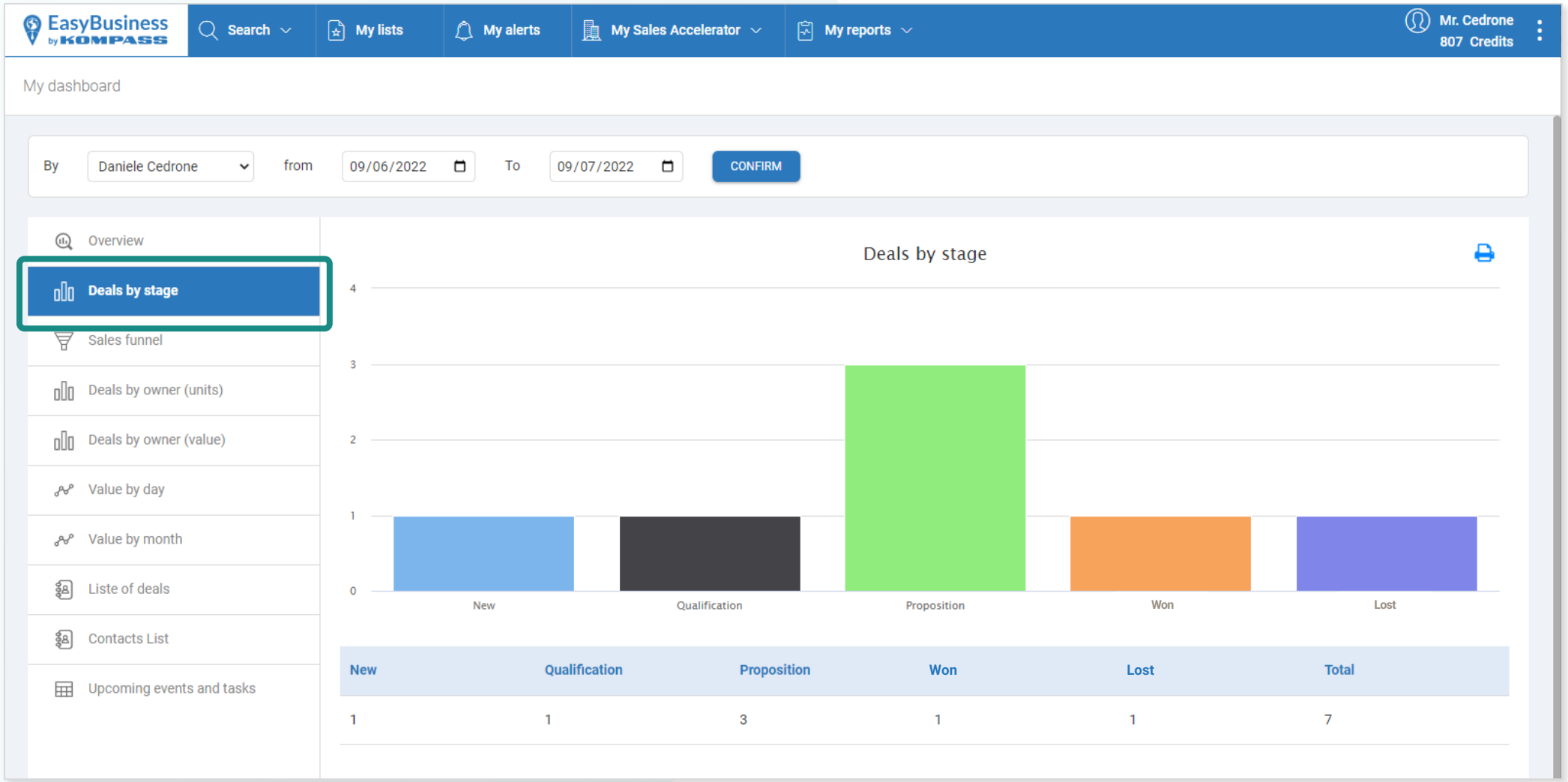
MAIN FEATURES

MANAGE YOUR SALES PIPELINE



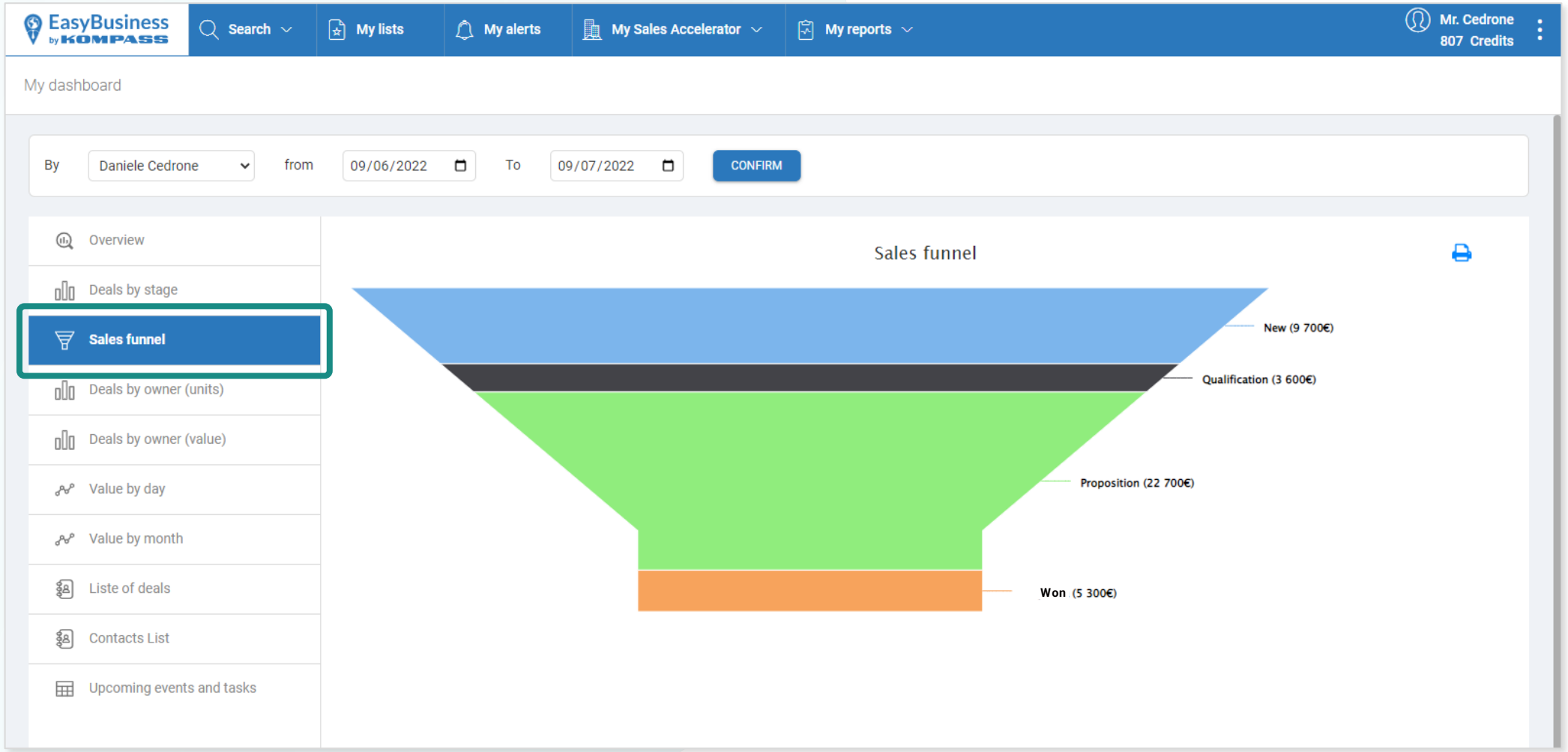
MAIN FEATURES

EXTENDED DASHBOARD FEATURES (1)



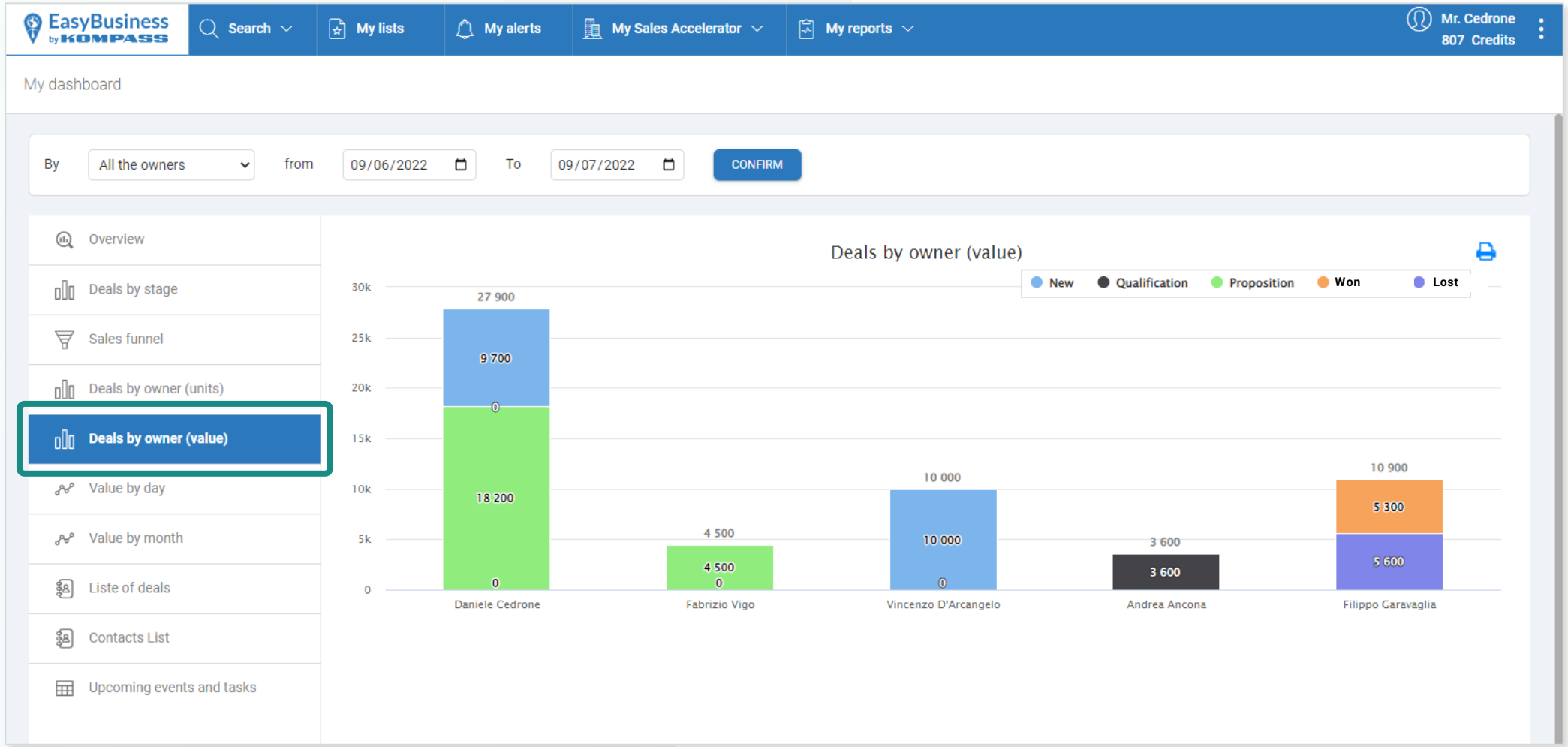
MAIN FEATURES

EXTENDED DASHBOARD FEATURES (2)



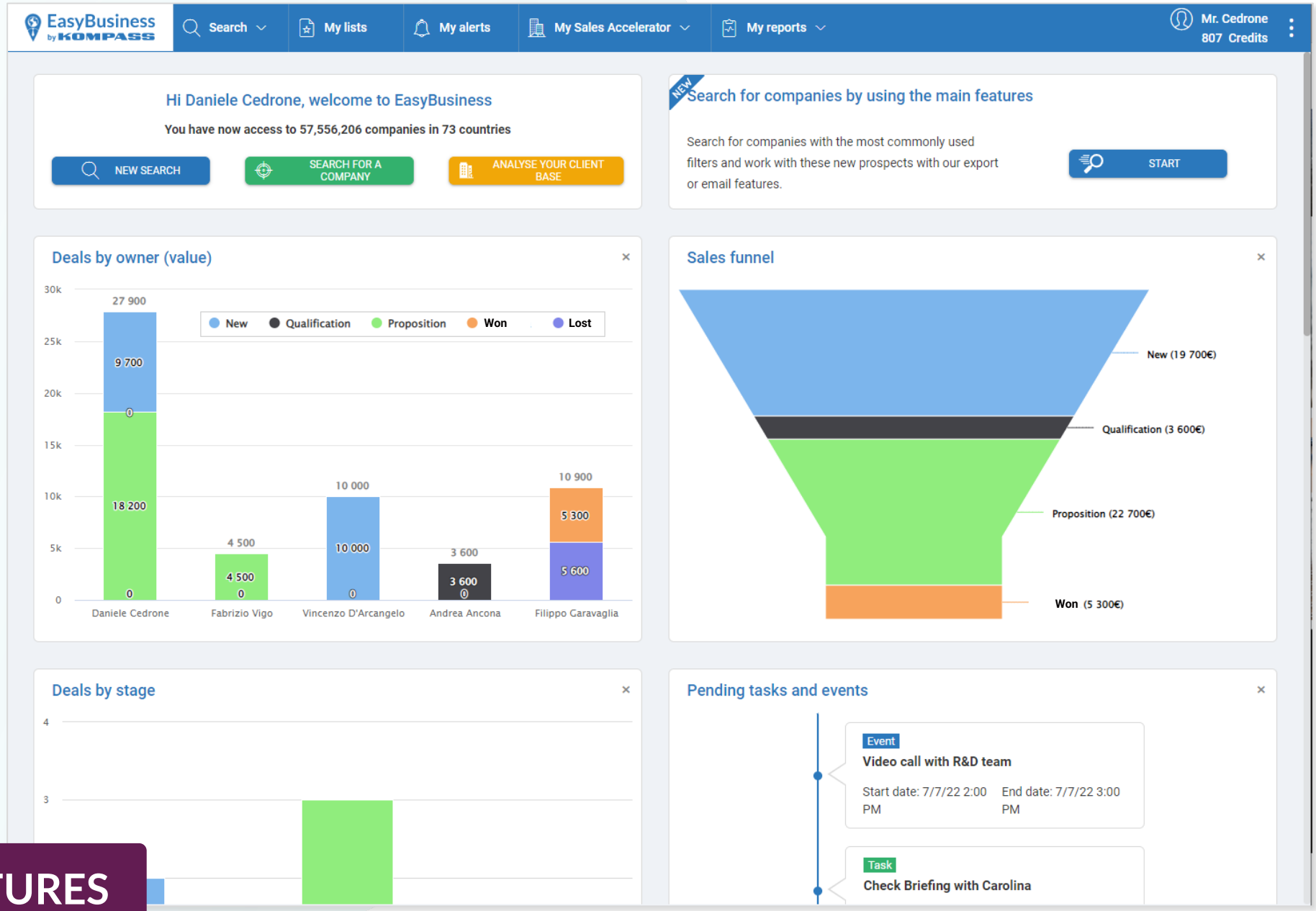
MAIN FEATURES

EXTENDED DASHBOARD FEATURES (3)



MAIN FEATURES

CUSTOMIZE YOUR DASHBOARD



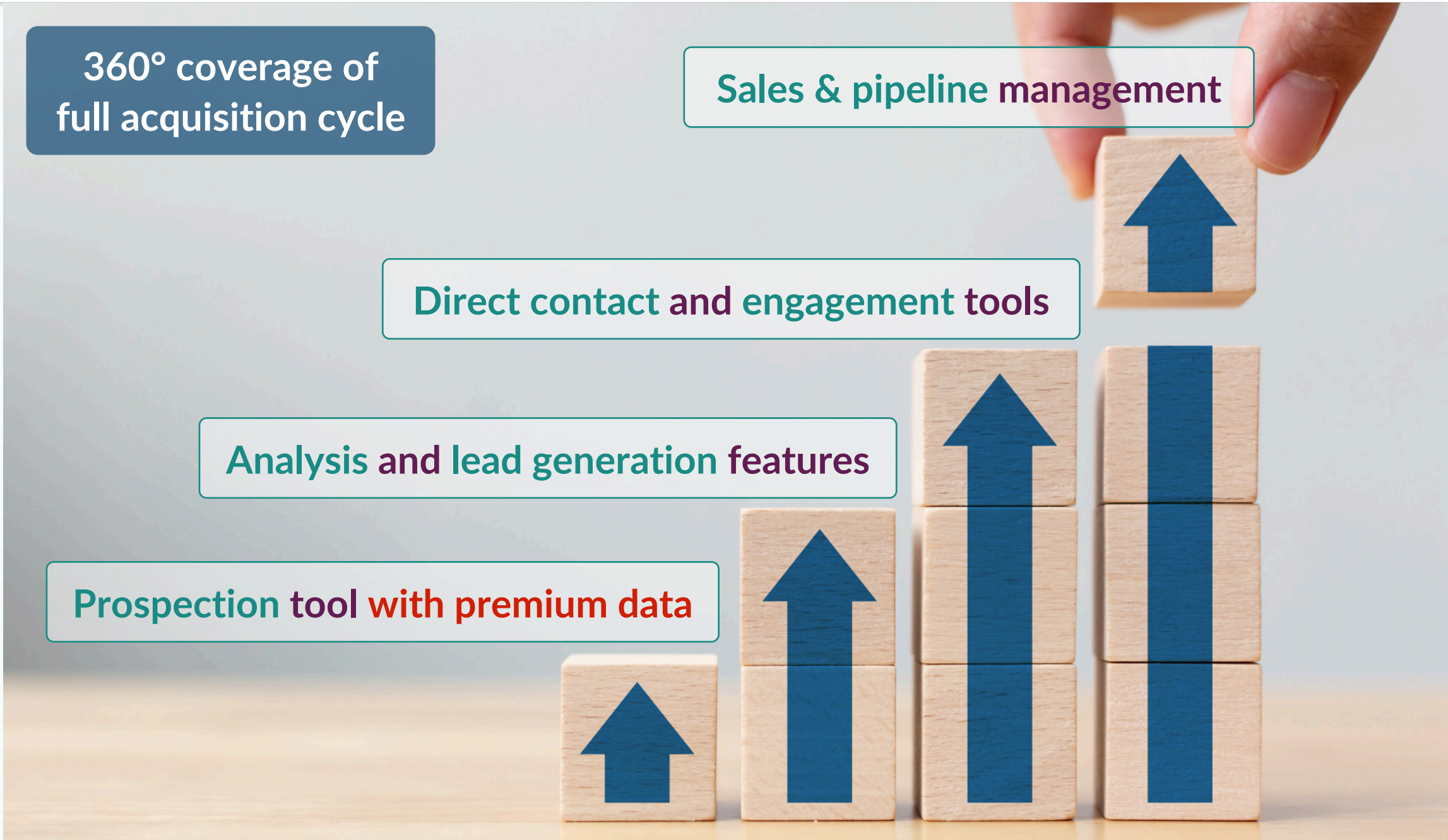
MAIN FEATURES

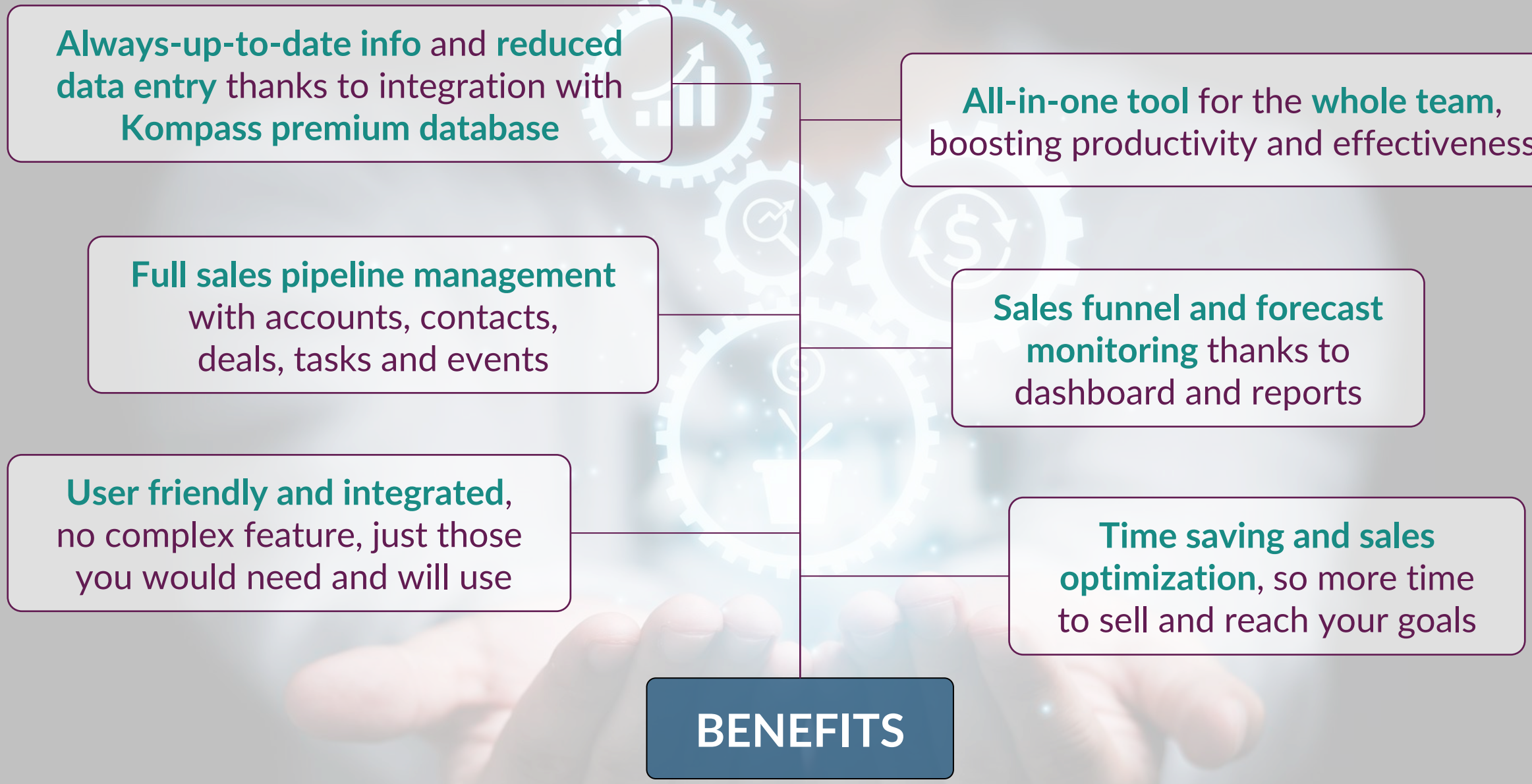
WHY EASYBUSINESS + SALES ACCELERATOR?

EASYBUSINESS + SALES ACCELERATOR

360° coverage of full acquisition cycle

- Sales & pipeline management
- Direct contact and engagement tools
- Analysis and lead generation features
- Prospection tool with premium data

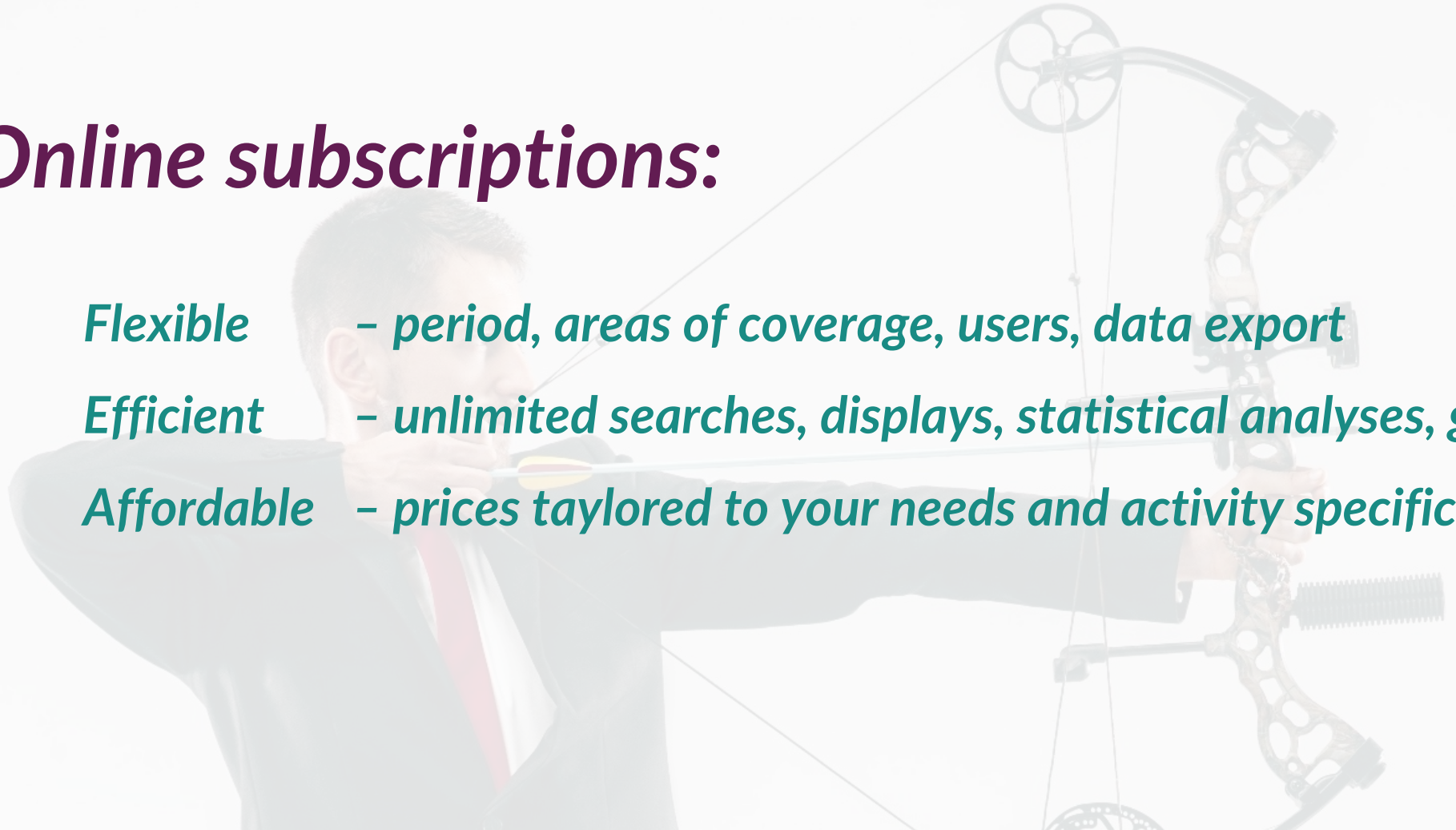



Always-up-to-date info and reduced data entry thanks to integration with Kompass premium database
All-in-one tool for the whole team, boosting productivity and effectiveness
Full sales pipeline management with accounts, contacts, deals, tasks and events
Sales funnel and forecast monitoring thanks to dashboard and reports
User friendly and integrated, no complex feature, just those you would need and will use
Time saving and sales optimization, so more time to sell and reach your goals
BENEFITS

HOW TO BUY

Online subscriptions:

- *Flexible – period, areas of coverage, users, data export*
- *Efficient – unlimited searches, displays, statistical analyses, graphics*
- *Affordable – prices taylored to your needs and activity specifics*



KOMPASS
Your route to business worldwide

THANK YOU!

Contact
Madalina Popescu, CRM Manager
+40 727 722 254; madalina.popescu@kompass.ro

ro.kompass.com

office@kompass.ro