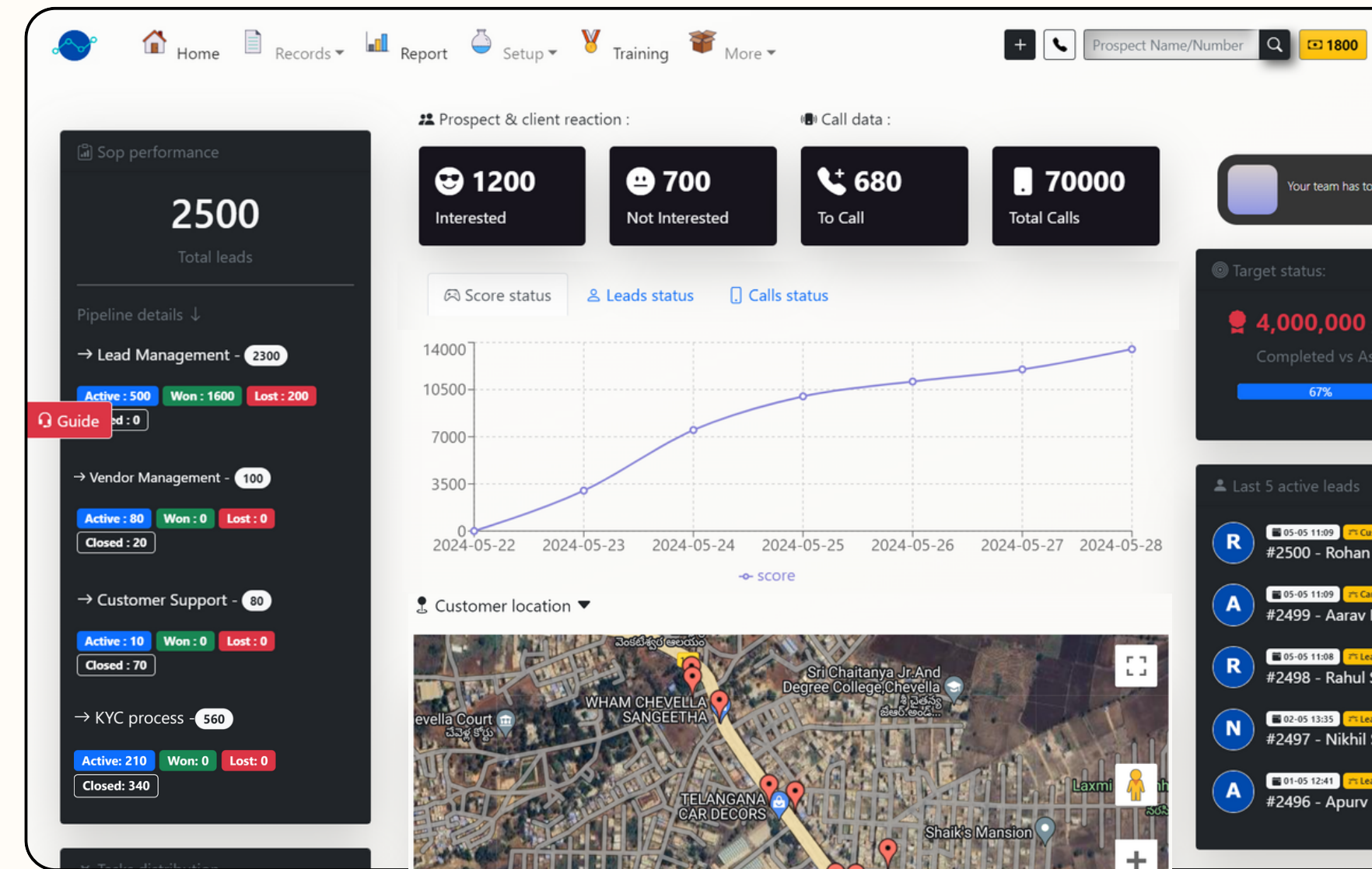
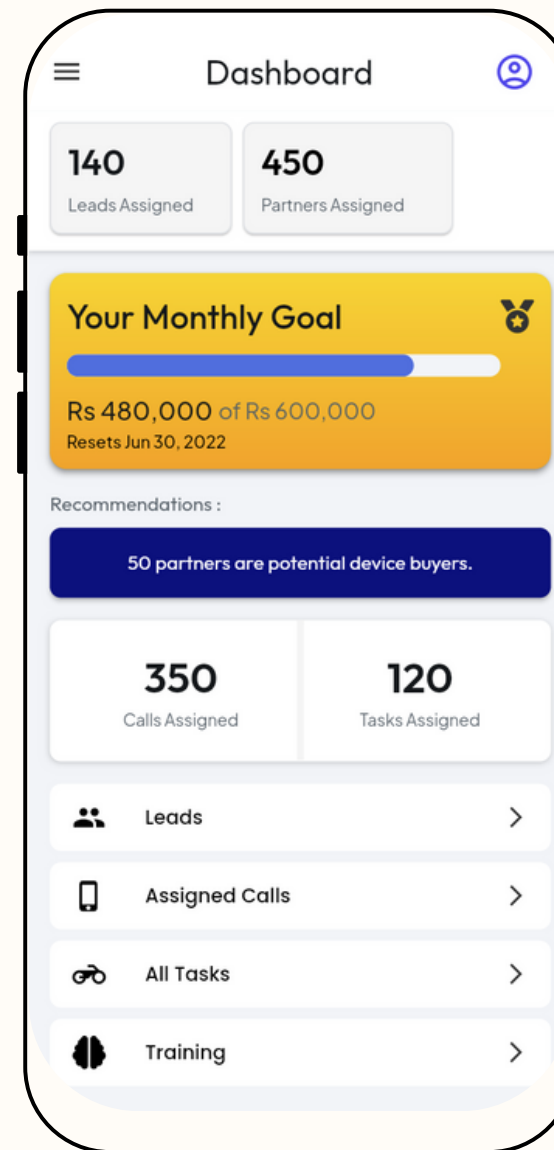




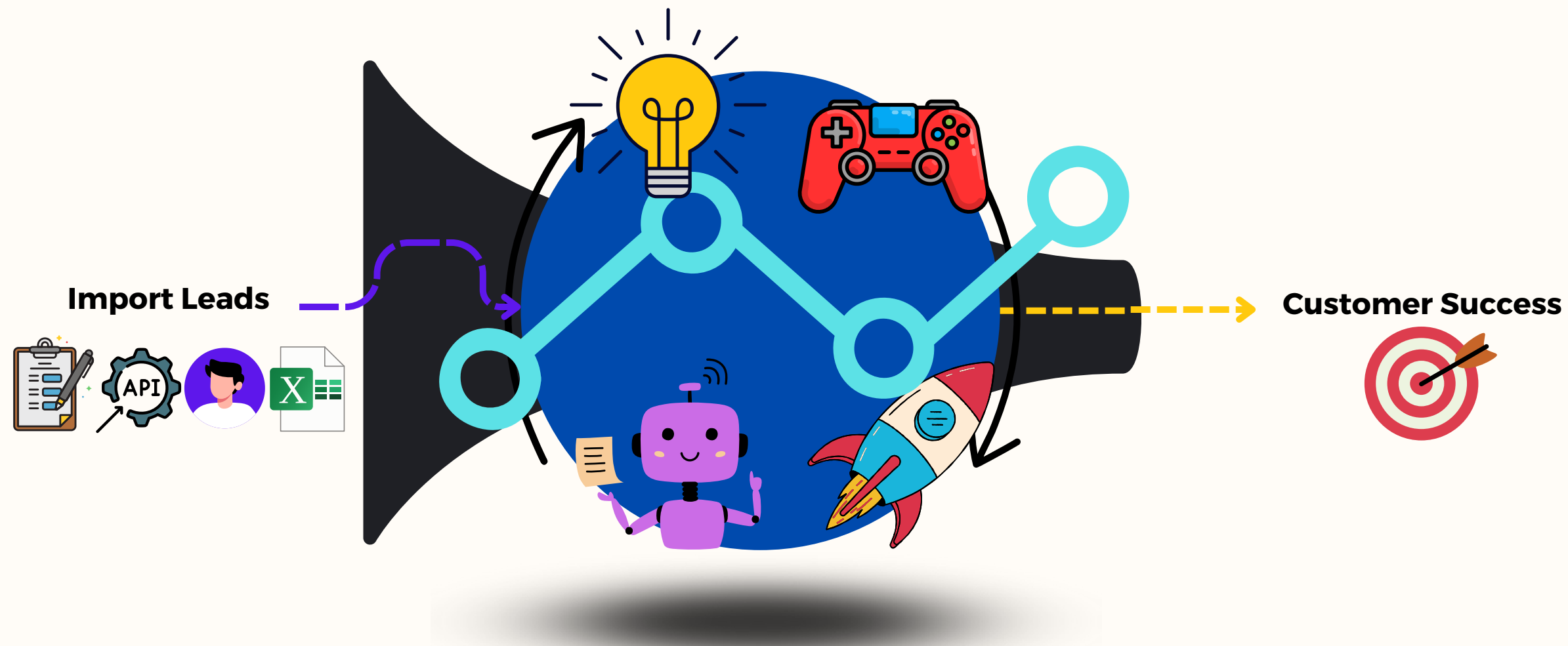
Sales Sunday

A smart AI powered CRM that makes sales and operation fun, high quality and efficient

 SalesSunday.com



Intelligent CRM



GAMIFY SALES & OPERATIONS
—4X REVENUE, 2X SALES! 🚀



Smart CRM for Smart companies

Top features:

-  CRM
-  Build & manage SOPs
-  Quick training
-  Ai assistance
-  Gamification
-  Smart Integration



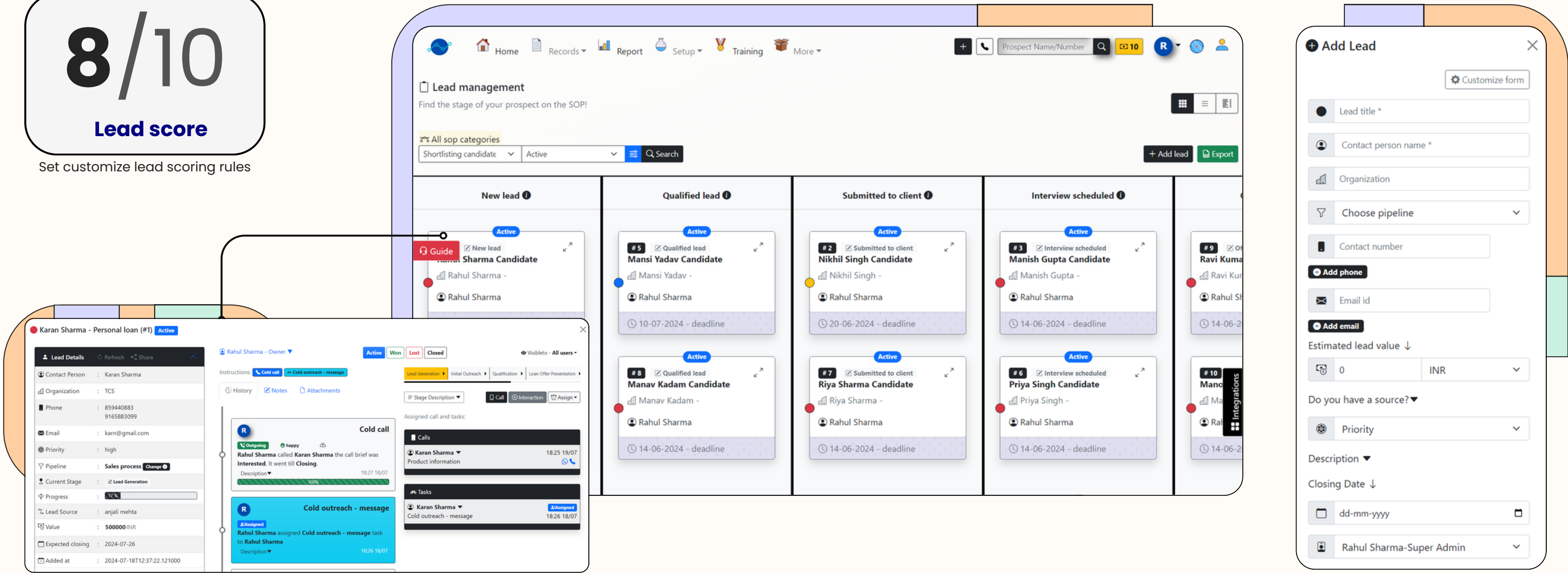
Lead Management

Keep a track of your customer, prospect and leads

8/10

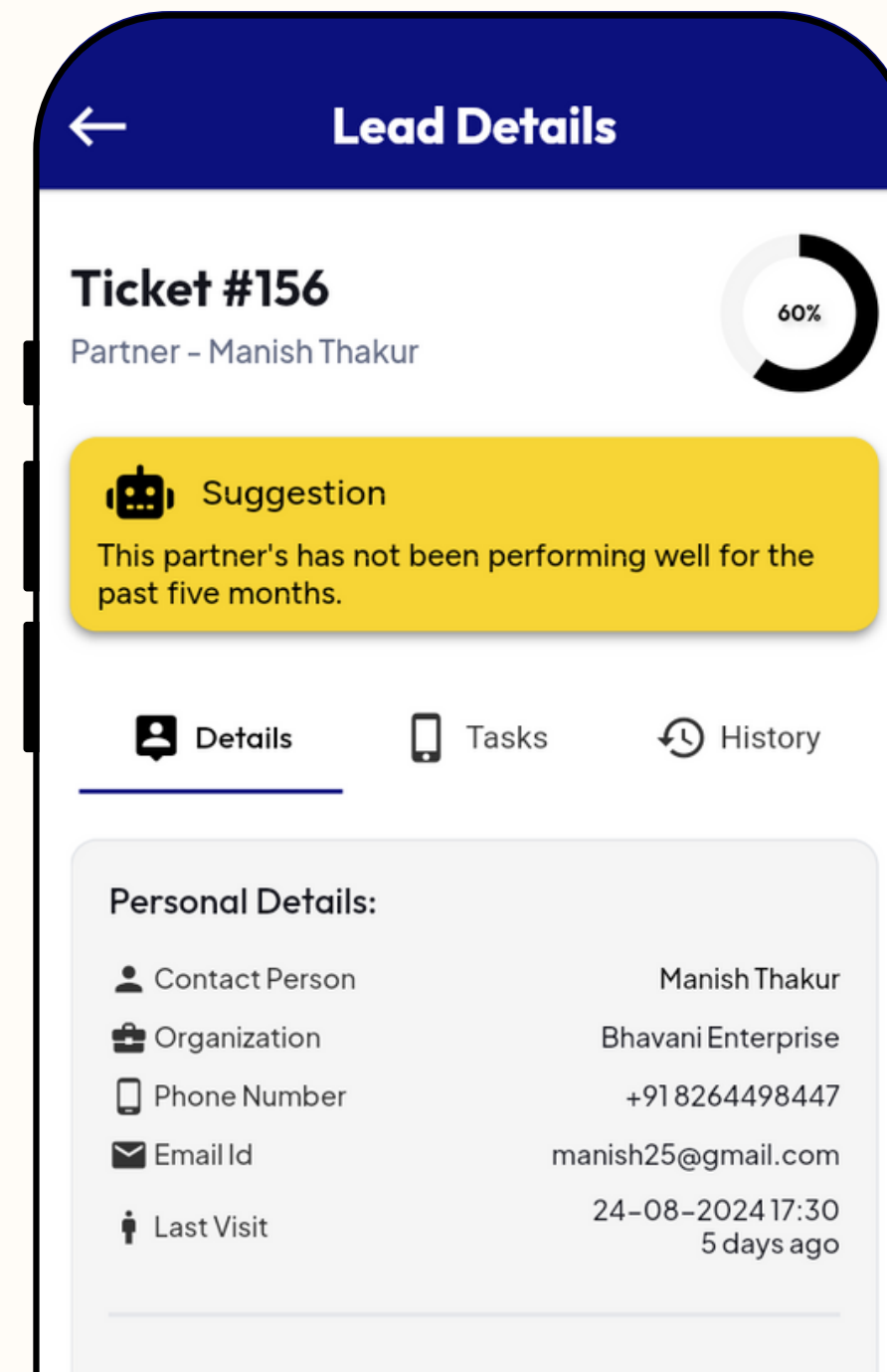
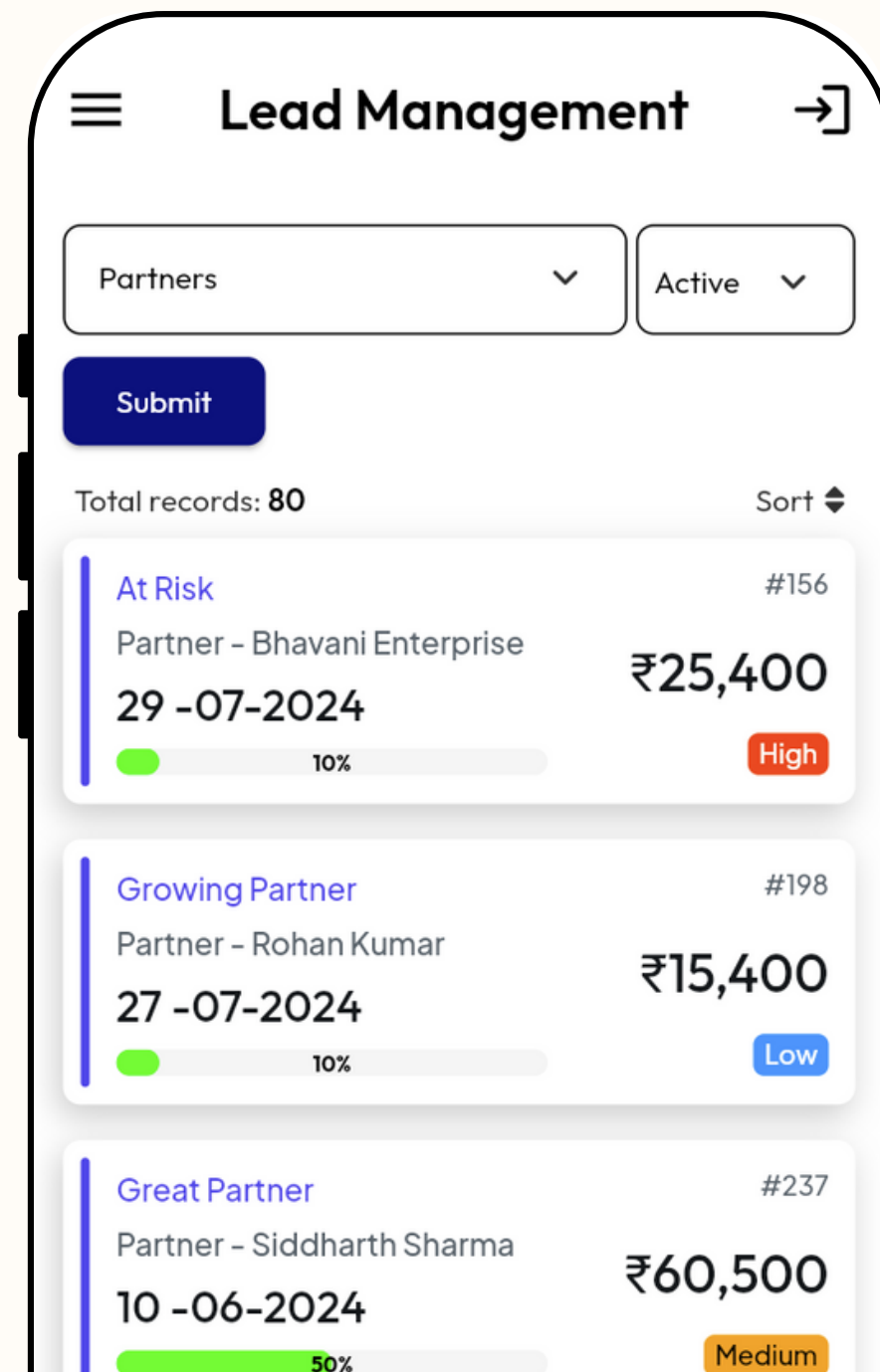
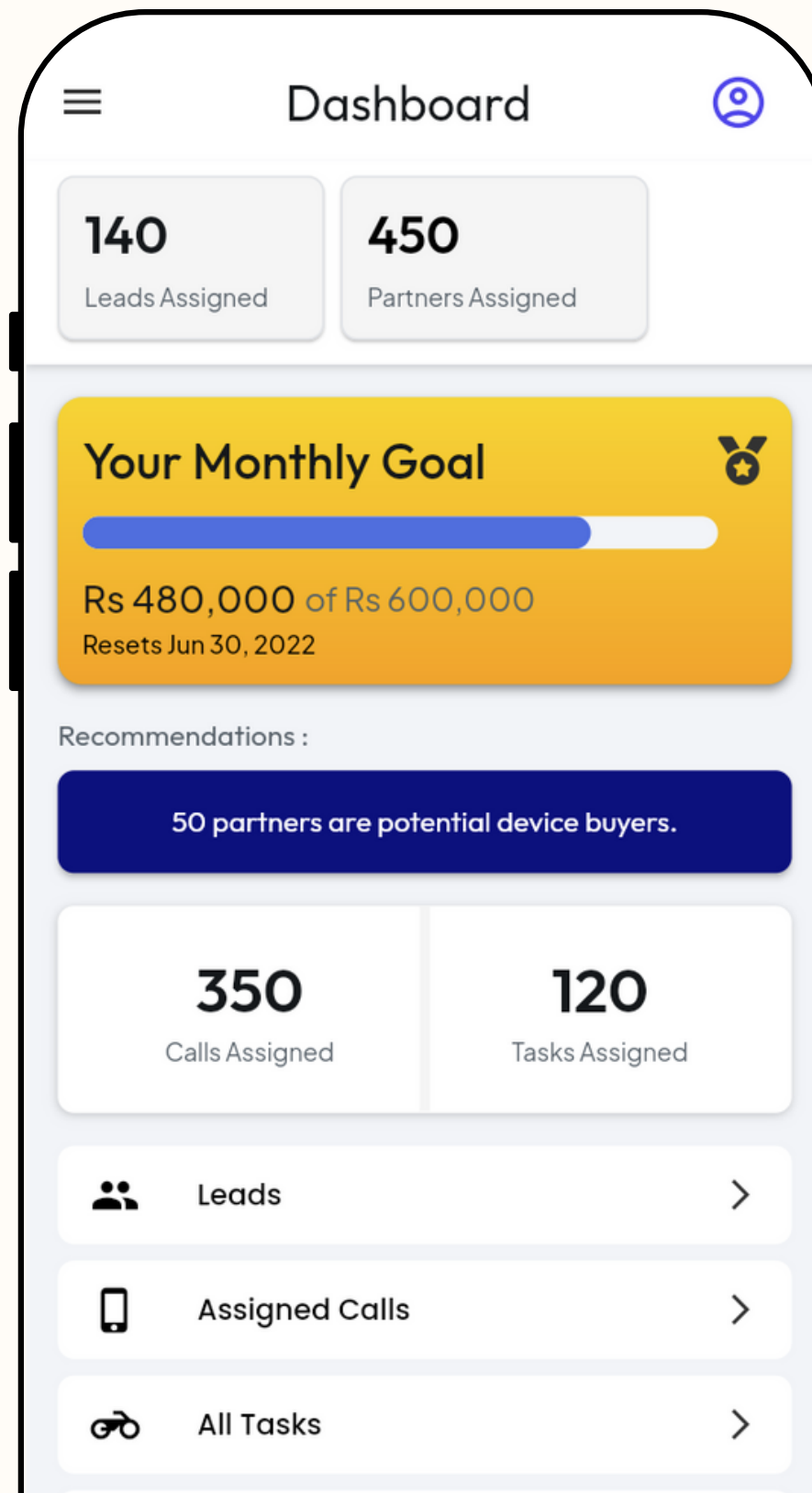
Lead score

Set customize lead scoring rules



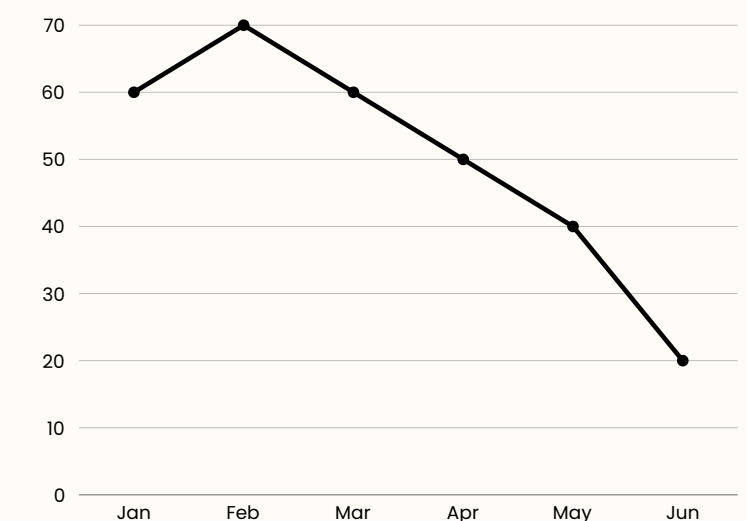
Phone Application

Manage leads, tasks, customers, trainings and more on your phone!!



1. Actionable suggestions
2. Partner categorization
3. Upsell suggestions
4. Fraud Flag

Partner monthly Revenue



Make your field staff's job easy-peasy!

Plan my visit

×

List of all assigned visits: + Add visit

☒ Partner Visit
 Partner - Bhavani Enterprise
 Assigned
 31-07-2024

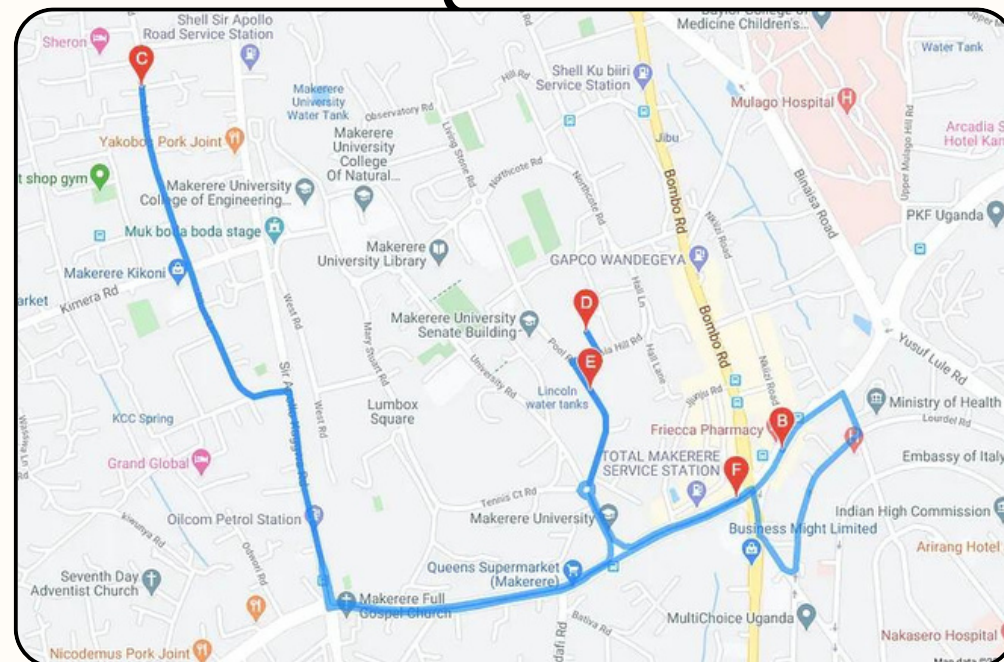
☒ Partner Visit
 Partner - Siddharth Sharma
 In Progress
 31-07-2024

☒ Partner Visit
 Partner - Rohan Kumar
 Assigned
 31-07-2024

☐ Partner Visit
 Partner - Nitin Singh
 Assigned
 31-07-2024

☐ Partner Visit
 Partner - RK Store
 Assigned
 31-07-2024

Find the best route



All Tasks



 Plan my visit

 Today

 Pending

- ☐ Partner Visit
 Partner - Bhavani Enterprise
 Assigned
 31-07-2024
- ☐ Partner Visit
 Partner - Siddharth Sharma
 In Progress
 31-07-2024
- ☐ Partner Visit
 Partner - Rohan Kumar
 Assigned
 31-07-2024
- ☐ Partner Visit
 Partner - Nitin Singh
 Assigned
 31-07-2024
- ☐ Partner Visit
 Partner - RK Store
 Assigned
 31-07-2024

Partner visit



Task Details:

Contact Person: Ananya Desai
 Phone Number: +91 8264498447
 Email Id: ananya@gmail.com
 Address: 11/a, Centrum plaza, 122002
 lead Id: #20124

Task status:

Assigned
 In progress
 Completed
 Cancel



Add Photo
Upload visit image...

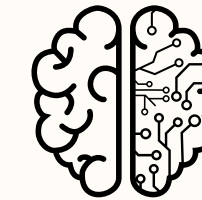
 Capture location

 Set check in time

 Set check out time

Add remark here...

Submit



Increase visits and prioritize **underperforming partners** automatically.

 Competitor is providing better incentives
 Lead more about it and mention that in the notes, work on better incentive if the partner score is 500+
 2024-08-07 13:34

 Store relocated
 Visit the new store if in your area or report your manager.
 2024-08-07 13:35

 Store closed
 Change the partner status as dormant.
 2024-08-07 13:35

Add scenario-based instructions and strategies tailored to observations of underperforming partners.

Mini Application

Build your custom functionality

 **Fraud Detection**

+ Contribute

Enter the following information for basic fraud check

Full Name....

 Rahul Sharma

Pin Code....

123

815351

Address

 Supaidih, near Hanuman mandir, Kayesthapara, Jamtara, Jharkhand 815351

Landmark Name....

 Maa chanchala muri bhandar

 Verify

Results:

Fraud proof score

0% - 20% : Poor

40% - 60% : Low

60% - 80% : Fair

Above 80% : Good

10%

+ Positives

Landmark located near the address.

Address matched with the Pin code

+ Negatives

This Pin code comes under red zone

5 accounts were blocked with this name.

Address is 27km away from your current location

9 accounts are registered with similar address

A very common demo name is being used

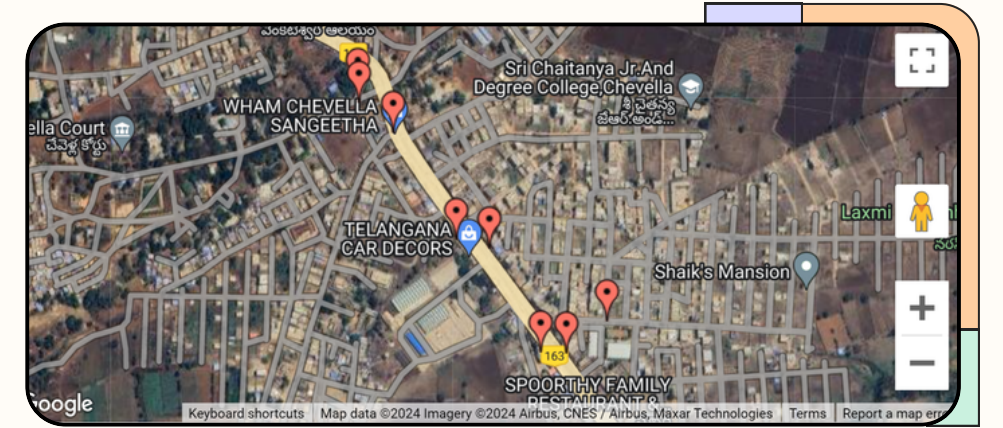
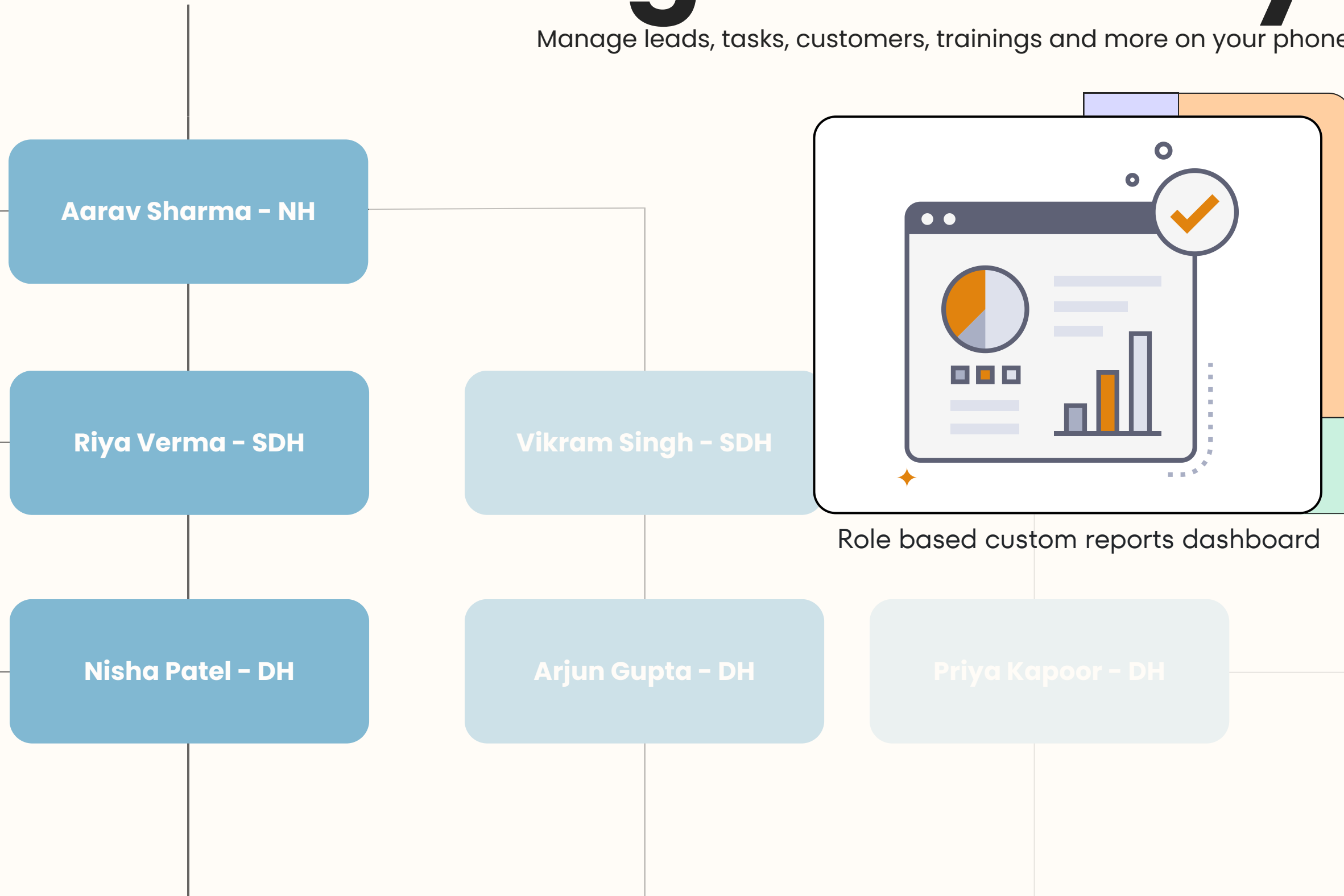
8/10

Lead score

Set customize lead scoring rules!

Org Hierarchy

Manage leads, tasks, customers, trainings and more on your phone!!



Location tagging

R	Raju Sharma - 182	1
A	Akhil Singh - 150	2
A	Avish Varma - 112	3
R	Riya Sen - 90	4

Team based score board

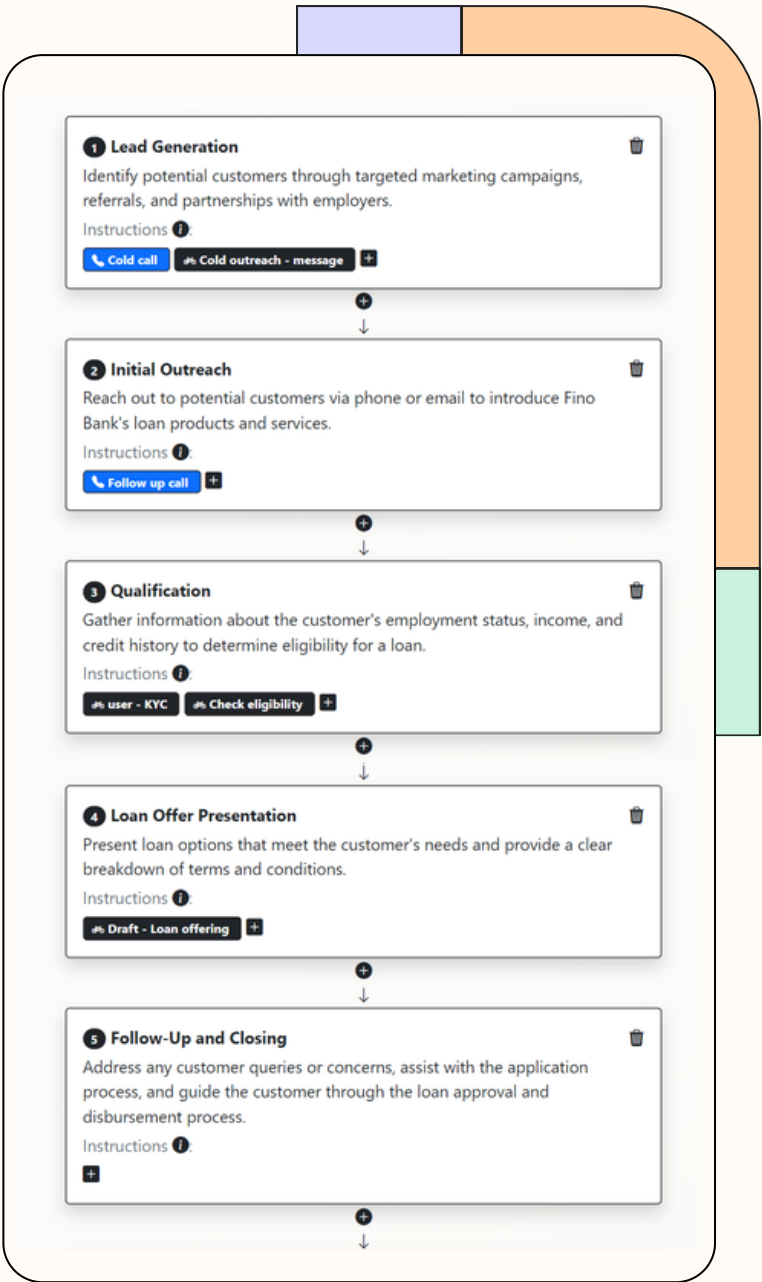
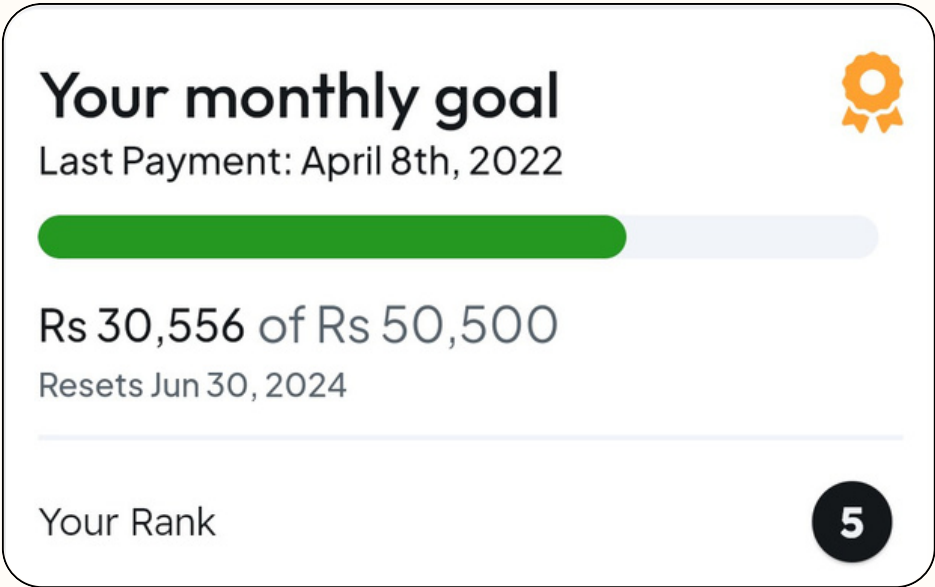
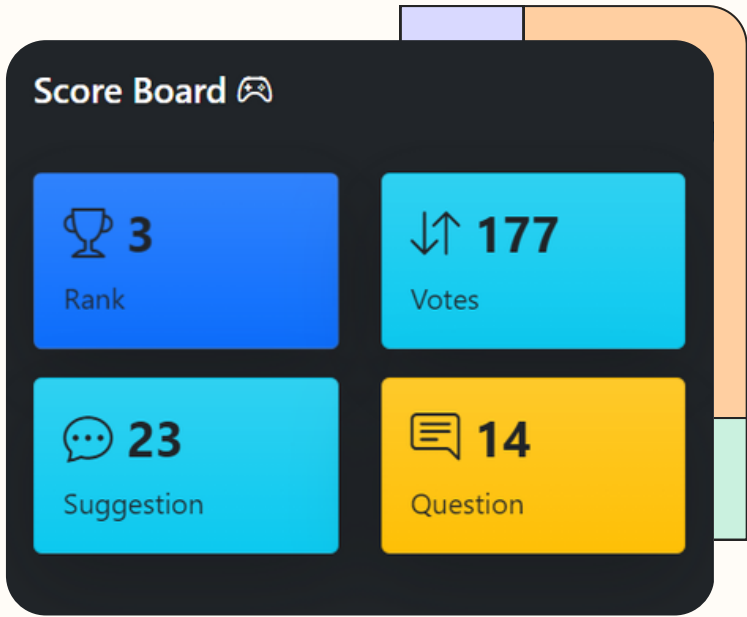
Attrition Rate & KT

Reduce attration rate and KT made easy

3 main reasons for high attrition

Problem	Solution
Lack of training:	Quick training
Boring Job:	Gamification
Not appreciated:	Reward Automation

Transfer or distribute KT & responsibilities in click of a button

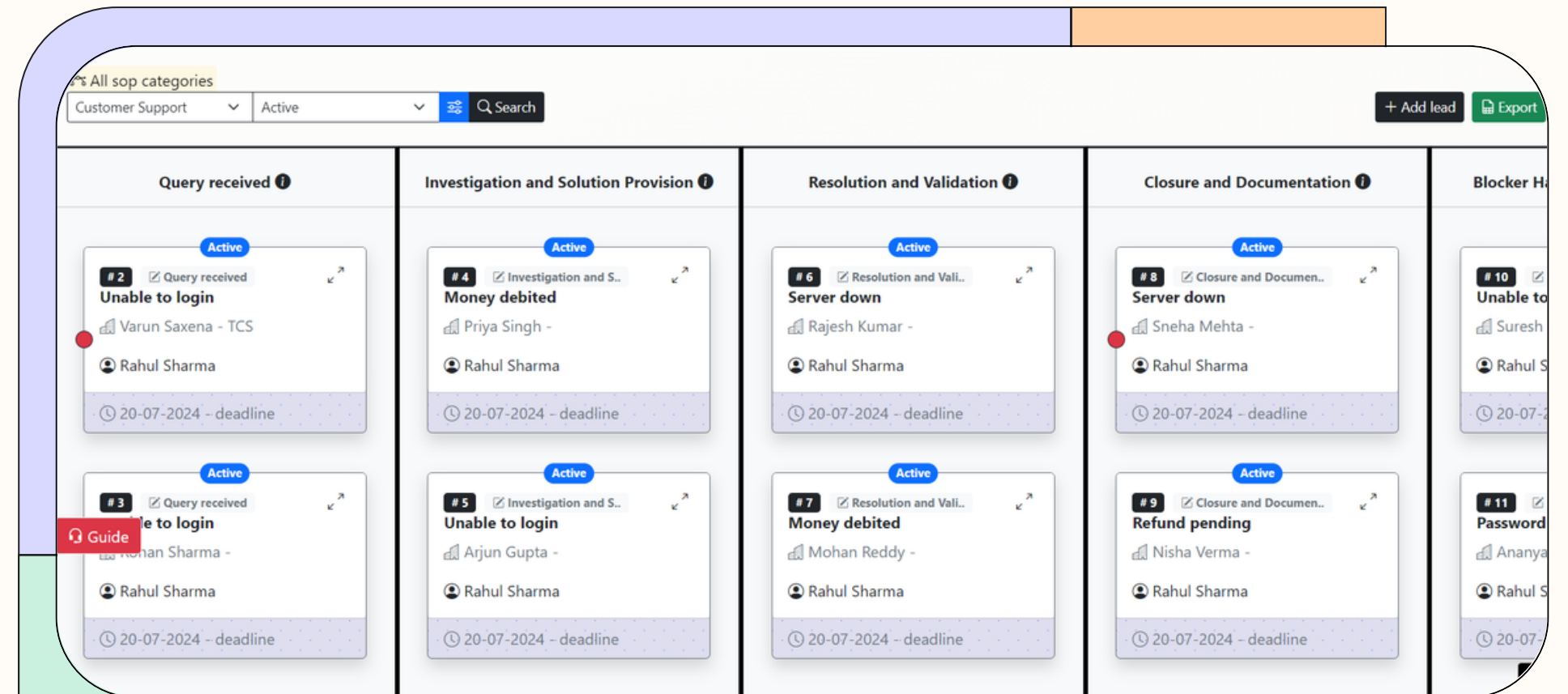


Middle Logics

Set automatic distribution of:

- Leads
- Calls
- Tasks
- Partners
- Visits

Based on Workload, Assigned area, Team, etc

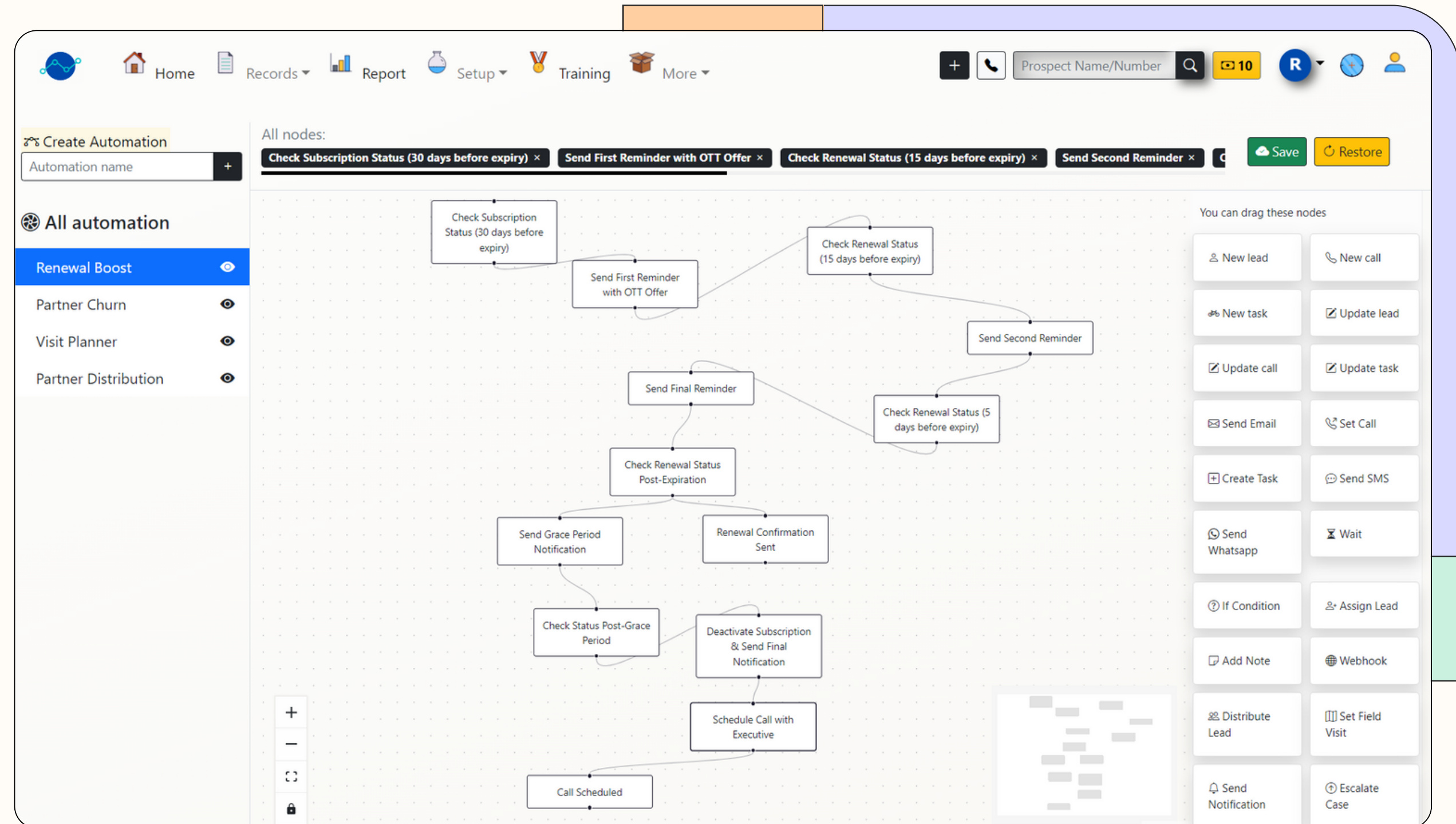


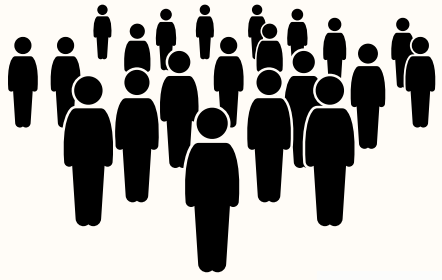
Set user activity based task triggers like sending app notification, SMS, assigning calls, visits, etc

Automation

Design Automation modules to reduce churn and maximize employee productivity

- Increase repeat subscribers
- Reduce support wait times



**Role specific:**

Sops
Lead Management
Lead form
Training

Department & Roles

All process(SOPs) categories

Sales process			
Customer Support			
Hiring process			
KYC process			
Personal loan			

Permission based data

Customer Support Active Search

+ Add lead Export

Query received	Investigation and Solution Provision	Resolution and Validation	Closure and Documentation	Blocker H
#2 Query received Unable to login Varun Saxena - TCS Rahul Sharma 20-07-2024 - deadline	#4 Investigation and S. Money debited Priya Singh - Rahul Sharma 20-07-2024 - deadline	#6 Resolution and Vali.. Server down Rajesh Kumar - Rahul Sharma 20-07-2024 - deadline	#8 Closure and Documen.. Server down Sneha Mehta - Rahul Sharma 20-07-2024 - deadline	#10 Unable to Suresh Rahul S 20-07-2
#3 Query received Unable to login Rohan Sharma - 20-07-2024 - deadline	#5 Investigation and S. Unable to login Arjun Gupta - 20-07-2024 - deadline	#7 Resolution and Vali.. Money debited Mohan Reddy - 20-07-2024 - deadline	#9 Closure and Documen.. Refund pending Nisha Verma - 20-07-2024 - deadline	#11 Password Ananya 20-07-2

+ Add Lead

Customize form

Lead title *

Contact person name *

Organization

Choose pipeline

Contact number

Add phone

Email id

Add email

Estimated lead value ↓

0 INR

Do you have a source? ▼

Priority

Description ▼

Closing Date ↓

dd-mm-yyyy

Rahul Sharma-Super Admin

Customize lead form

Add lead options

Field name: PAN number Field type: Text

Field name: Residential address Field type: Textarea

Field name: Current address Field type: Textarea

Field name: IncomeType Field type: Select from option

Field name: Income Field type: Number

Field name: Date of birth Field type: Date

Field options: Salaried Self Employed Unemployed Add Option

Input fields display settings

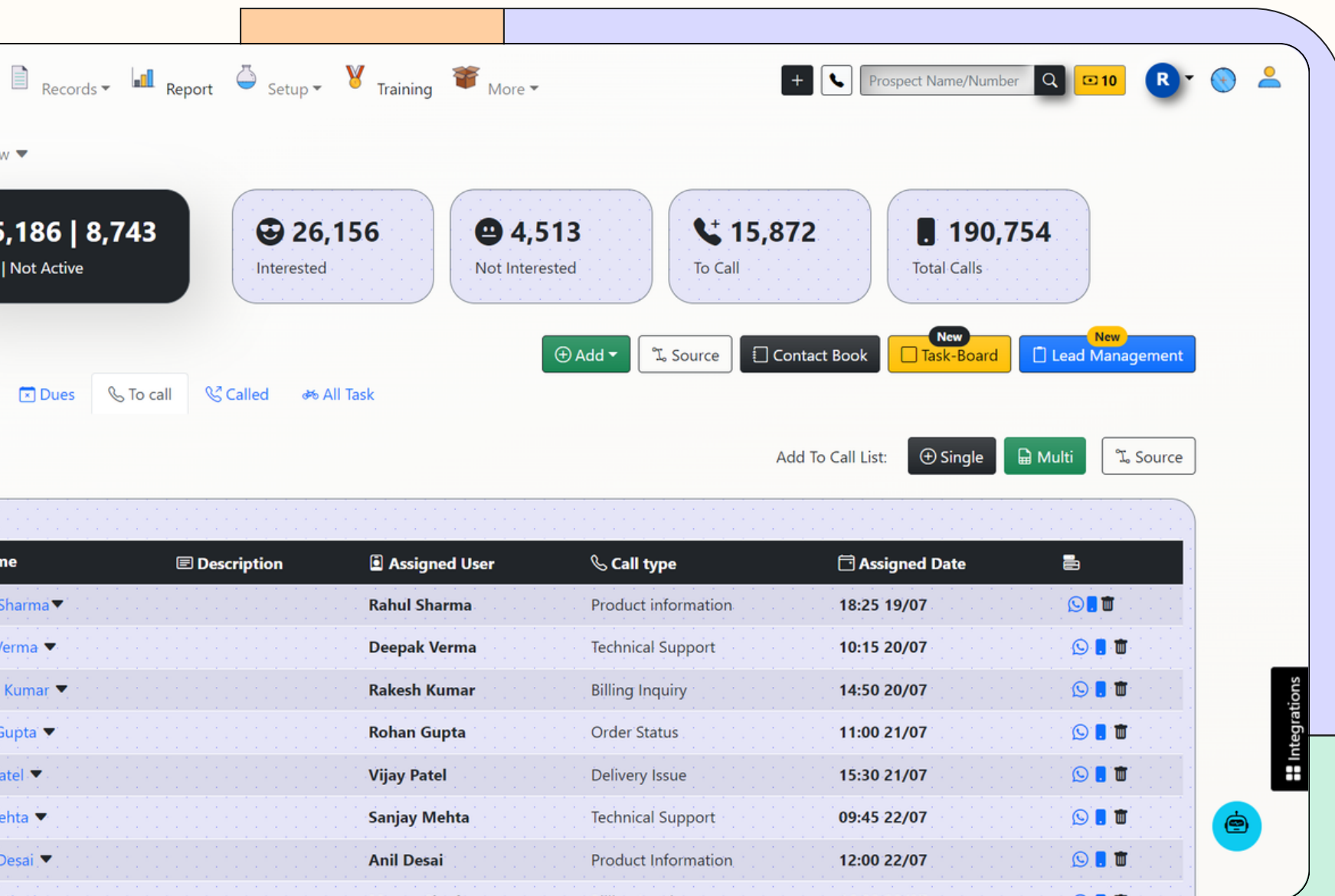
Settings: Custom SOPs

Select SOPs:

- ☐ Sales process
- ☐ Customer Support
- ☐ Hiring process
- ☐ KYC process
- ☒ Personal loan

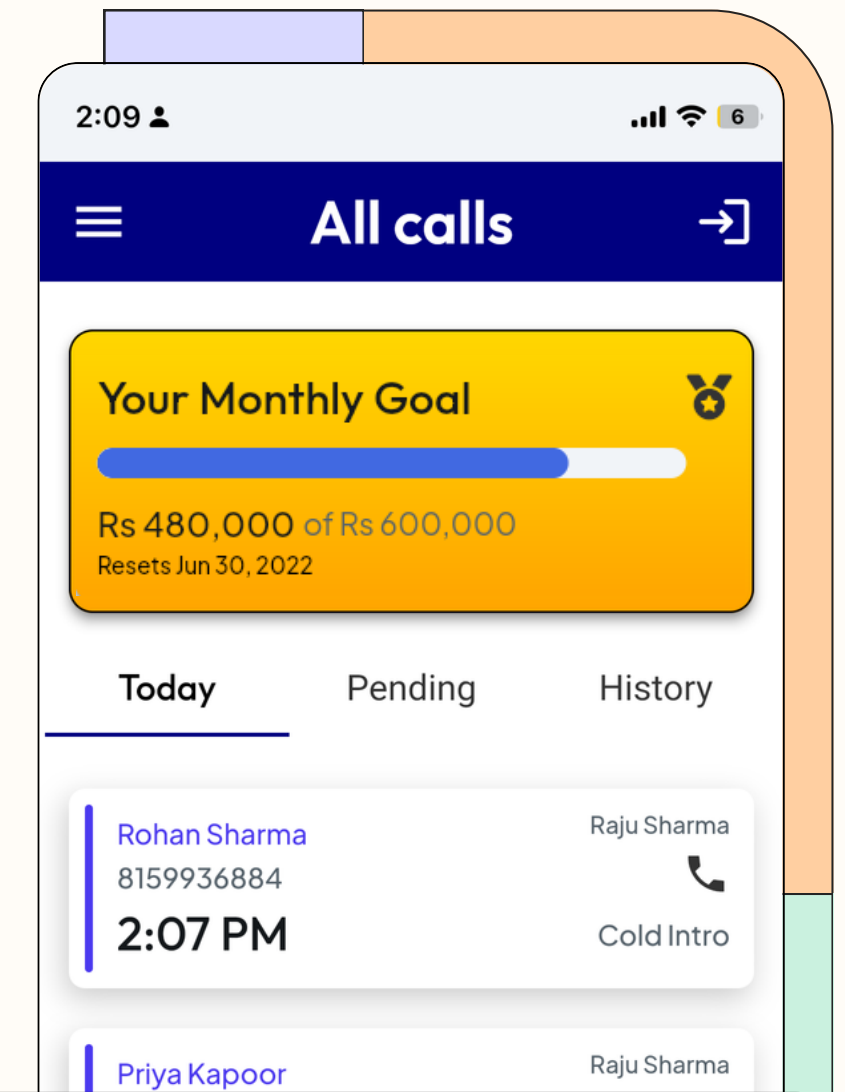
Add Field

Submit



Call & Task Management

Keep a track of all communication



Inbuilt **On call assistance** feature helps your employees replicate top sales person



On call assistance

Pitch products, consult prospects and handle objections effortlessly

Phone call assistance

The screenshot displays the Sales Sunday CRM interface. On the left, the 'Lead Details' for Karan Sharma (Personal loan #1) are shown, including contact information, organization (TCS), and a progress bar at 17%. The main area shows a call history for Rahul Sharma, with a 'Cold call' entry at 18:27 and a 'Cold outreach - message' entry at 18:26. A large call script overlay is positioned in the center, detailing a 5-step process: 1. Salute & Confirmation - Greeting, 2. Pitch and Information, 3. Consult - Ask Question and Talk, 4. Objection Handling, and 5. Call Ending (call to action). The script includes Hindi text for objections and a closing statement. On the right, a detailed view of the 'Cold call' entry shows the call brief, contact details, and a 'Track' button.

Lead Details: Karan Sharma - Personal loan (#1) **Active**

- Contact Person: Karan Sharma
- Organization: TCS
- Phone: 859440883, 9165883099
- Email: karn@gmail.com
- Priority: high
- Pipeline: Sales process **Change**
- Current Stage: Lead Generation
- Progress: 17%
- Lead Source: anjali mehta
- Value: 500000 INR
- Expected closing: 2024-07-26
- Added at: 2024-07-18T12:37:22.121000

Call History: Rahul Sharma - Owner

- Cold call** (18:27 18/07): Rahul Sharma called Karan Sharma the call brief was Interested. It went till Closing. (100% progress)
- Cold outreach - message** (18:26 18/07): Rahul Sharma assigned Cold outreach - message task to Rahul Sharma

Call Script:

- 1 Salute & Confirmation - Greeting
- 2 Pitch and Information
- 3 Consult - Ask Question and Talk
- 4 Objection Handling
 - क्या और विस्तृत जानकारी मिल सकती है?
ज़रूर, हमारे विशेषज्ञों की टीम आपको पूरी जानकारी देगी।
 - क्या ऋण की व्याजदायिता उचित है?
हमारे ऋण के व्याजदायिता और शर्तें बहुत ही उचित हैं।
- 5 Call Ending (call to action)

Call Details: "Cold call on 2024-07-18 18:27. The call brief was Interested. The call went till Closing." — Rahul Sharma

Contact Info: Name: Karan Sharma, Contact No: 859440883, Email Id: karn@gmail.com

Frequency: Medium Frequency (Last Call: 2 days ago)

Actions: Track, Call Ended?



Design SOPs & Training

Experience high efficiency and quality sales and operations with SOPs and quick training

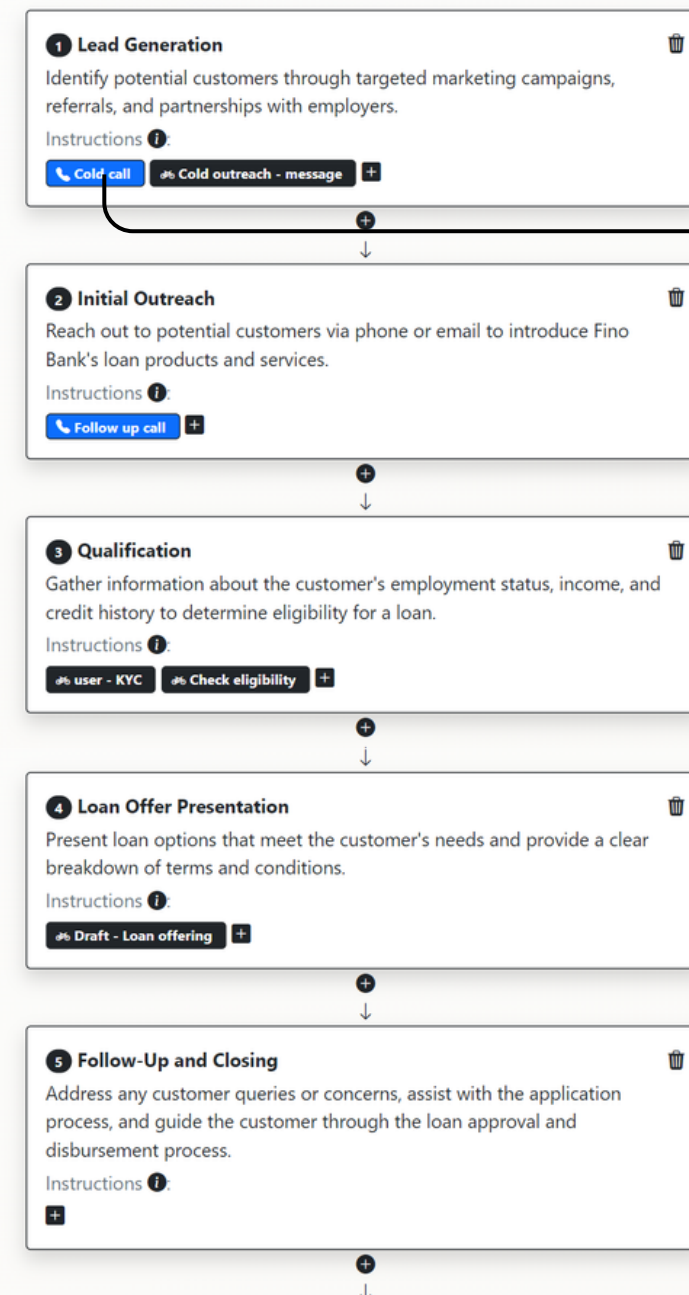
+ Add process Pick a process Generate

All process(SOPs) categories *i*

Sales process			
Customer Support			
Hiring process			

With **Sunday AI** you can design SOPs within minutes

Design training modules in multiple **Indian regional languages**



What to say in this call: ↓

1 Salute & Confirmation - Greeting

नमस्ते, मैं अर्थव्यवस्था बैंक से बोल रहा हूँ। (Hello, I am calling from Economy Bank.) क्या आपने कभी हमारी बैंक के साथ कोई संबंध बनाए है? (Have you ever had any association with our bank?)

हम व्यक्तिगत ऋण की सेवाएं प्रदान करते हैं जो आपके वित्तीय जरूरतों को पूरा करती हैं। (We provide personal loan services that cater to your financial needs.)

क्या मैं आपको हमारे व्यक्तिगत ऋण की अधिक जानकारी दे सकता हूँ? (May I provide you with more information about our personal loans?)

If Yes : ठीक है, कृपया ध्यान से सुनिएगा। (Alright, please listen carefully.)

If No : अच्छा, कभी भी हमें कॉल कर सकते हैं। धन्यवाद। (Alright, you can call us anytime. Thank you.)

2 Pitch and Information ↓

3 Consult - Ask Question and Talk ↓

4 Objection Handling ↓

5 Call Ending (call to action) ↓



Team-specific features

Platform build for everyone, alter functionalities and remove complexity for your employees

Support Team

Query received

- #2 Query received: Unable to login (Varun Saxena - TCS, Rahul Sharma, 20-07-2024 - deadline)
- #3 Query received: Unable to login (Mohan Sharma, Rahul Sharma, 20-07-2024 - deadline)

Investigation and Solution Provision

- #4 Investigation and S.: Money debited (Priya Singh, Rahul Sharma, 20-07-2024 - deadline)
- #5 Investigation and S.: Unable to login (Arjun Gupta, Rahul Sharma, 20-07-2024 - deadline)

Resolution and Validation

- #6 Resolution and Vali.: Server down (Rajesh Kumar, Rahul Sharma, 20-07-2024 - deadline)
- #7 Resolution and Vali.: Money debited (Mohan Reddy, Rahul Sharma, 20-07-2024 - deadline)

Closure and Documentation

- #8 Closure and Documen.: Server down (Sneha Mehta, Rahul Sharma, 20-07-2024 - deadline)
- #9 Closure and Documen.: Refund pending (Nisha Verma, Rahul Sharma, 20-07-2024 - deadline)

Blocker

- #10 Unable to login (Suresh, Rahul Sharma, 20-07-2024 - deadline)
- #11 Password (Ananya, Rahul Sharma, 20-07-2024 - deadline)

Panel for : DSA, partners & affiliates

Tags	Name	Brief	Status
📞	Morgan Freeman	Interested	60%
📞	Brittney Davis	Interested	40%
📞	Brittney Davis	Interested	20%
📞	Morgan Freeman	Interested	60%
📞	Jeffrey Bell	Cut Call	
📞	Morgan Freeman	Interested	40%

KYC Team

Customer Identification

- #12 Customer Identifica...: PL - Ananya Desai (Ananya Desai, Rahul Sharma, 20-07-2024 - deadline)
- #13 Customer Identifica...: PL - Sakshi Saxena (Sakshi Saxena, Rahul Sharma, 20-07-2024 - deadline)

Address Verification

- #15 Address Verificatio...: BL - Aishwarya Sen (Aishwarya Sen, Rahul Sharma, 20-07-2024 - deadline)
- #16 Address Verificatio...: HL - Nitin Chaturvedi (Nitin Chaturvedi, Rahul Sharma, 20-07-2024 - deadline)

Income Verification

- #17 Income Verification: EL - Divya Pandey (Divya Pandey, Rahul Sharma, 20-07-2024 - deadline)
- #18 Income Verification: BL - Siddharth Sharma (Siddharth Sharma, Rahul Sharma, 20-07-2024 - deadline)

Credit History Check

- #19 Credit History Chec...: PL - Arpita Ghosh (Arpita Ghosh, Rahul Sharma, 20-07-2024 - deadline)
- #20 Credit History Chec...: HL - Rohit Menon (Rohit Menon, Rahul Sharma, 20-07-2024 - deadline)

Risk

- #21 Risk: EL - Sunita (Sunita, Rahul Sharma, 20-07-2024 - deadline)
- #22 Risk: PL - Manish (Manish, Rahul Sharma, 20-07-2024 - deadline)

Field team

2:09

All calls

Your Monthly Goal

Rs 1000000 of Rs 4000000

Resets 30-06-2024

Sales Team

Submitted to client

- #2 Submitted to client: Nikhil Singh Candidate (Nikhil Singh, Rahul Sharma, 20-06-2024 - deadline)
- #7 Submitted to client: Riya Sharma Candidate (Riya Sharma, Rahul Sharma, 14-06-2024 - deadline)

Interview scheduled

- #3 Interview scheduled: Manish Gupta Candidate (Manish Gupta, Rahul Sharma, 14-06-2024 - deadline)
- #6 Interview scheduled: Priya Singh Candidate (Priya Singh, Rahul Sharma, 14-06-2024 - deadline)

On hold

- #9 On hold: Ravi Kumar (Ravi Kumar, Rahul Sharma, 14-06-2024 - deadline)
- #10 On hold: Manish (Manish, Rahul Sharma, 14-06-2024 - deadline)



Reports

30 + prebuilt reports, Daily Report, KPIs, Targets, SOP performance

Script

Status

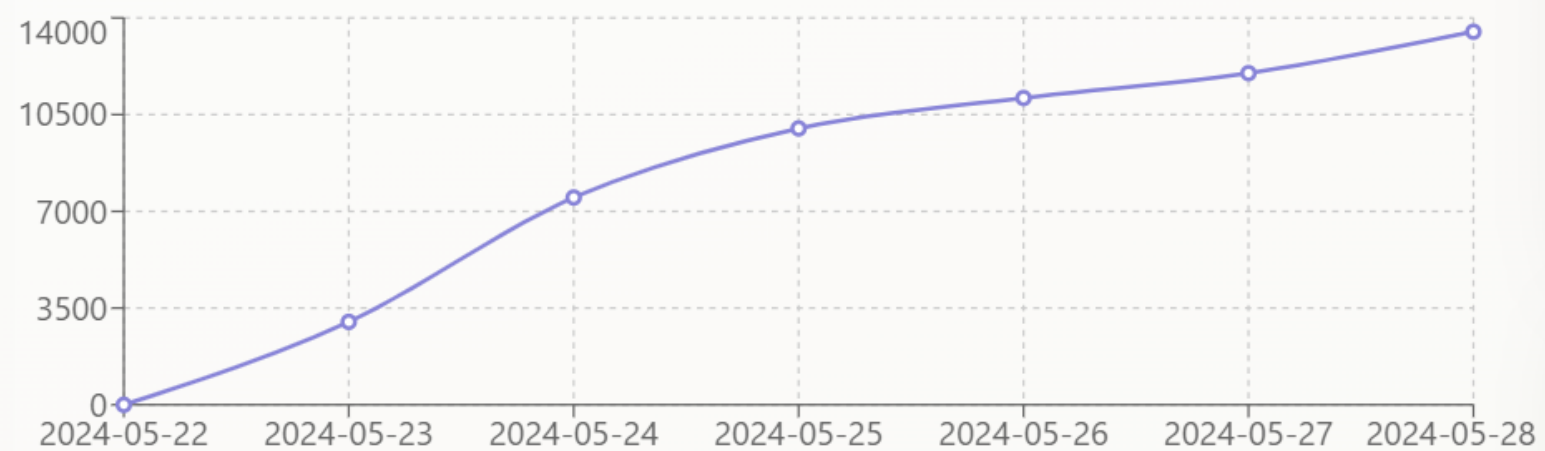
Performance

KPI

Daily Report

Target

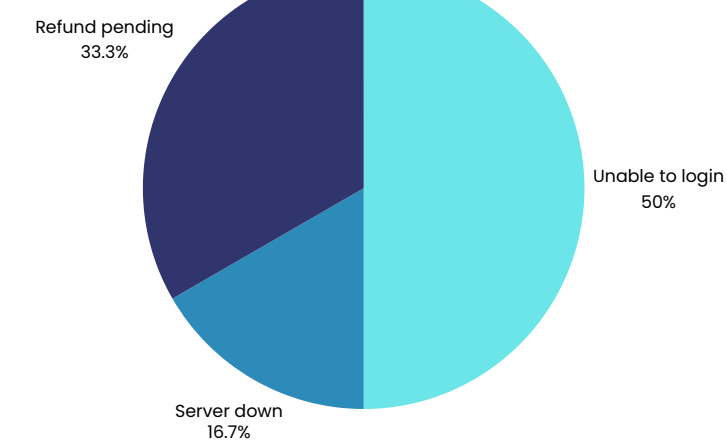
Team score performance :



score



Follow-Up and Closing : 12



Report categories

- Performance Report
- Work Report
- Revenue Report
- SOP Pipeline Leakage



Gamification

Make your sales and operations interesting

Fri Oct 27 2023

Your Score is
150

A **Akhil Singh**
Manager



R	Raju Sharma - 182	1
A	Akhil Singh - 150	2
A	Avish Varma - 112	3
R	Riya Sen - 90	4

Set score for this call (0-10) 

In Valid:

Cut Call:

Didn't Pick:

Call Later:

Interested:

Not Interested:

 Set

Call/Task based scoring



Your monthly goal 

Last Payment: April 8th, 2022



Rs 30,556 of Rs 50,500

Resets Jun 30, 2024

Your Rank **5**

Target based scoring



Sunday Design AI

Use AI to build SOPs, knowledge base, training, communication, drafting.

Design with SundayAi

Sunday Ai wants to understand your business!

Company name:

Fino Bank

Describe what your business does:

Fino Payments Bank is a digital banking partner in India that offers a range of financial products and services.

Sector:

Bank

Looking for?

Sales and Operatic

Select customer conversation language:

Hindi

Some basic business information

Standardize calls or brainstorm for calls and meetings

I have designed 2 process based on my understanding about your business. ↓

Sales Process

→

Operations Process

→

Redesign

Design Email, SMS, Whatsapp & more

Task Generator

Description

Cold Email template for offering personal loan to salaried individuals and businesses.

Template

Subject: Exclusive Offer: Personal Loans for Salaried Individuals and Businesses

Dear [Recipient's Name],

I hope this email finds you well. I am reaching out to introduce you to our exclusive personal loan offers tailored for

At [Your Company Name], we understand the financial needs and challenges that individuals and businesses face, and we a

Whether you require funds for personal expenses, business expansion, or any other purpose, our competitive interest rat

I would love to discuss our loan products further and explore how we can support your financial requirements. Please le

Thank you for considering [Your Company Name] for your financial needs. We look forward to the opportunity to assist yo

Warm regards,

[Your Name]

[Your Title]

Design 18 types of phone calls

Script Generator

Salute & Confirmation - Greeting

Good morning/afternoon, this is [Your Name] calling from [Your Company]. I hope I'm not catching you at a bad time? Oh, great! I'm glad to hear that. I wanted to quickly introduce our services as a payments bank that also provides loans to salaried individuals. **We offer competitive rates and a simple application process to help individuals meet their financial needs.** Would you be interested in learning more about how we can assist you with your financial goals?

If yes: Fantastic! Let me share a brief overview of our loan offerings with you.

If no: I completely understand. If you ever change your mind or have any questions in the future, feel free to reach out to us.

Pitch and Information

Our payments bank specializes in providing loans to salaried individuals. We offer flexible repayment options and personalized support to help you achieve your financial aspirations.

Consult - Ask Question and Talk

Could you share a bit about your current financial situation and any specific goals you have in mind?

Objection Handling

I already have a loan with another bank.

I understand. We can still explore options with our competitive rates and personalized approach to ensure you have the best fit for your financial needs.

I'm not sure if I qualify for a loan.

Not to worry! Our team is here to guide you through the application process and provide support every step of the way. We aim to make it convenient for salaried individuals to access financial assistance.

Call Ending (call to action)

Thank you for your time today. If you're interested in learning more or exploring our services further, feel free to reach out to us. Have a wonderful day!



Sunday Intelligence

Experience high efficiency and quality sales and operations with SOPs and quick training

Call Summary
In this call, the sales representative discusses their new features and AI technology with the customer, who expresses interest but also raises some concerns about accuracy and competition in the market. The customer appears to be in a listening and evaluating mood, asking questions and seeking more information about the product and its capabilities.....▼

Objection
There are no objections mentioned in this call transcription summary. The customer is interested in the sales representative's new features and AI technology, but expressing concerns and asking questions is not necessarily an objection. The customer is evaluating the product and seeking more information.

Suggestion
To improve customer satisfaction in this situation, the sales representative should acknowledge and address the customer's concerns about accuracy and competition by providing specific examples of how the AI technology works and what makes it stand out from competitors.... ▼

Sentiment
It is difficult to determine the exact mood or sentiment of the customer based on this call transcription, as the customer's tone was relatively neutral throughout the conversation. However, they expressed interest in the features and capabilities offered by the product, and engaged.....▼

Phone call intelligence

Personalized training

Improvement Suggestions
Access AI suggestions to improve your performance.

Suggestion
[Blurred text]

☒ Useful ☐ Not Useful

Hi, I found 1200 loan leads that are 6months old. Do you want me to remind them about our loan services via SMS?



Sunday Suggestion 😎

Hi, I identified 35 active prospects, but no follow-up has been done yet. I've drafted an email for them; would you like to proceed?



Use AI with complete user data privacy

Design training modules in multiple **Indian regional languages**



Integration Lab

Build application with 3rd party APIs in no time

Connect 3rd party APIs in **5min**

- **Webhook**
- **Cron job**
- **Mini Apps**

+ Add Integration

List of Integrations

Credit Check

Send Email

Set Google meet

Fetch loan application

Integration Lab
 beta

Integrate APIs with Sales Sunday Middle Wear - SSMW

Integration Name *

Method *

GET

Target URL* (Add query parameter below.)

Add custom values to be passed in the api

Add Variables

Pan no
 Text
 Set Value

Date of birth
 Date
 Set Value

Header

Header Key

Header Value

+

Header

Content-Type: application/json

Do you want to add after api call process

Test API
 Save API

DEBUG

User Interface

Credit Check

Pan no

Date of birth

dd-mm-yyyy

Submit

Inbuild app store

Integrations
 beta

All your apps in one place!

☐ Credit Check

☐ Send Email

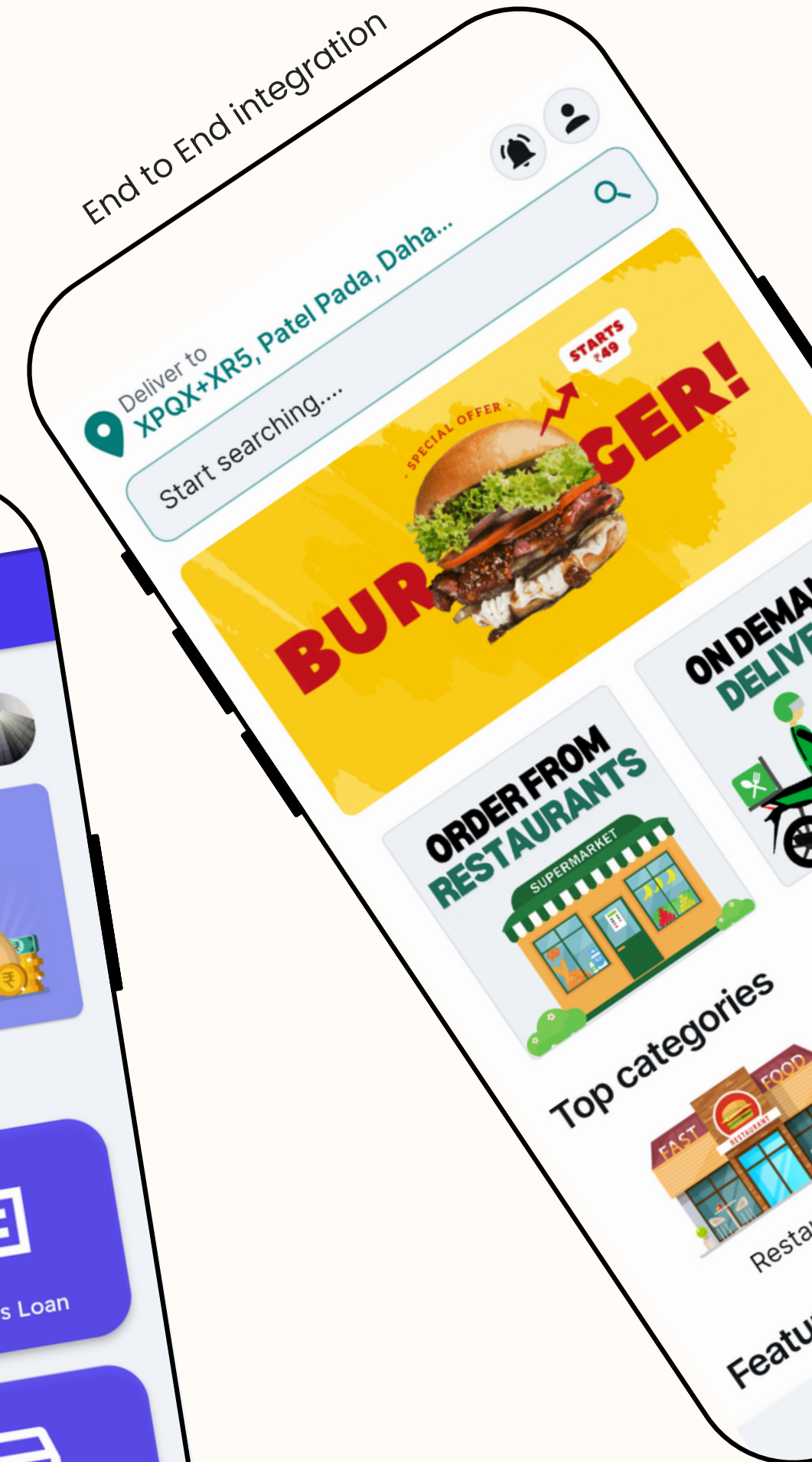
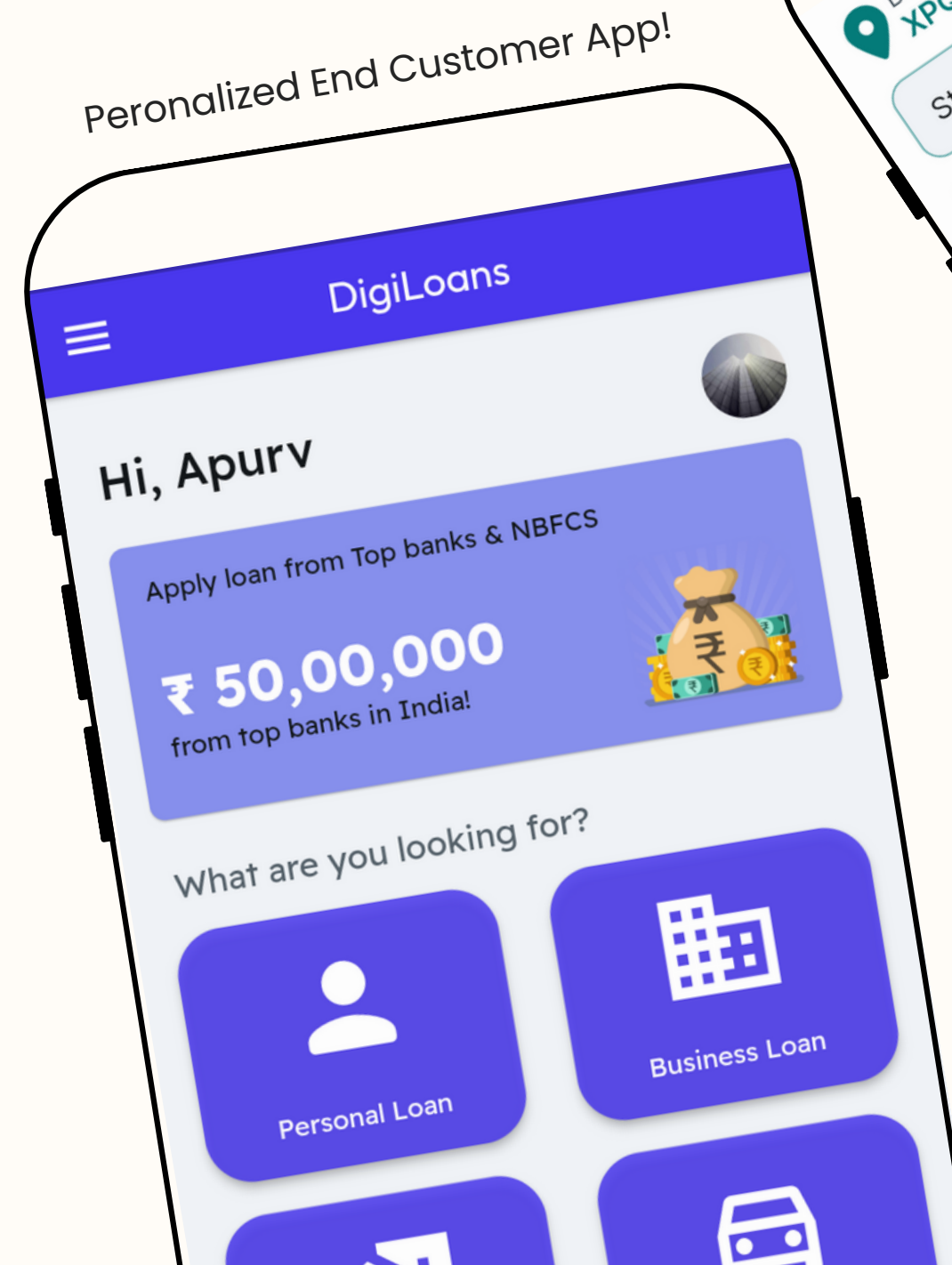
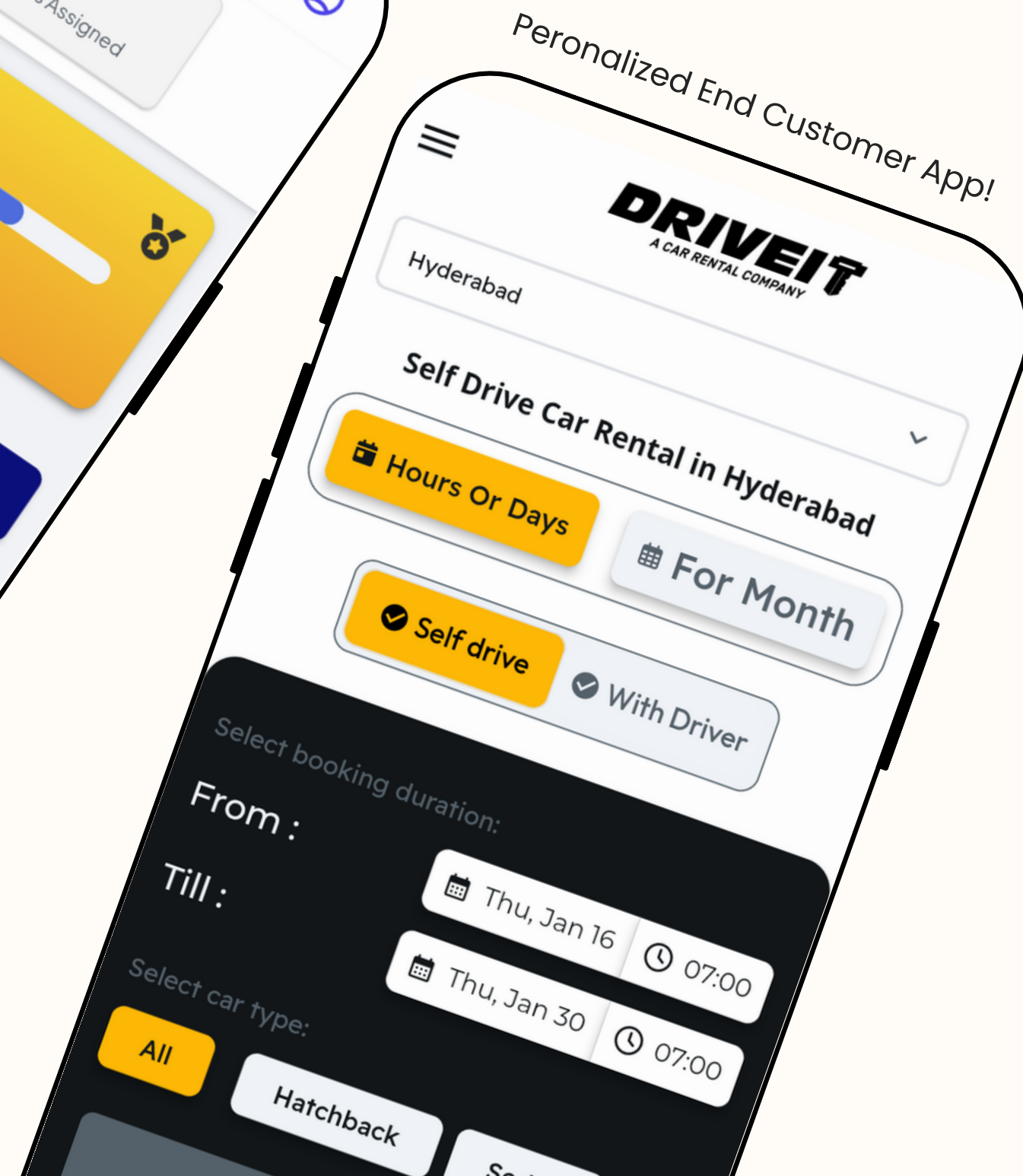
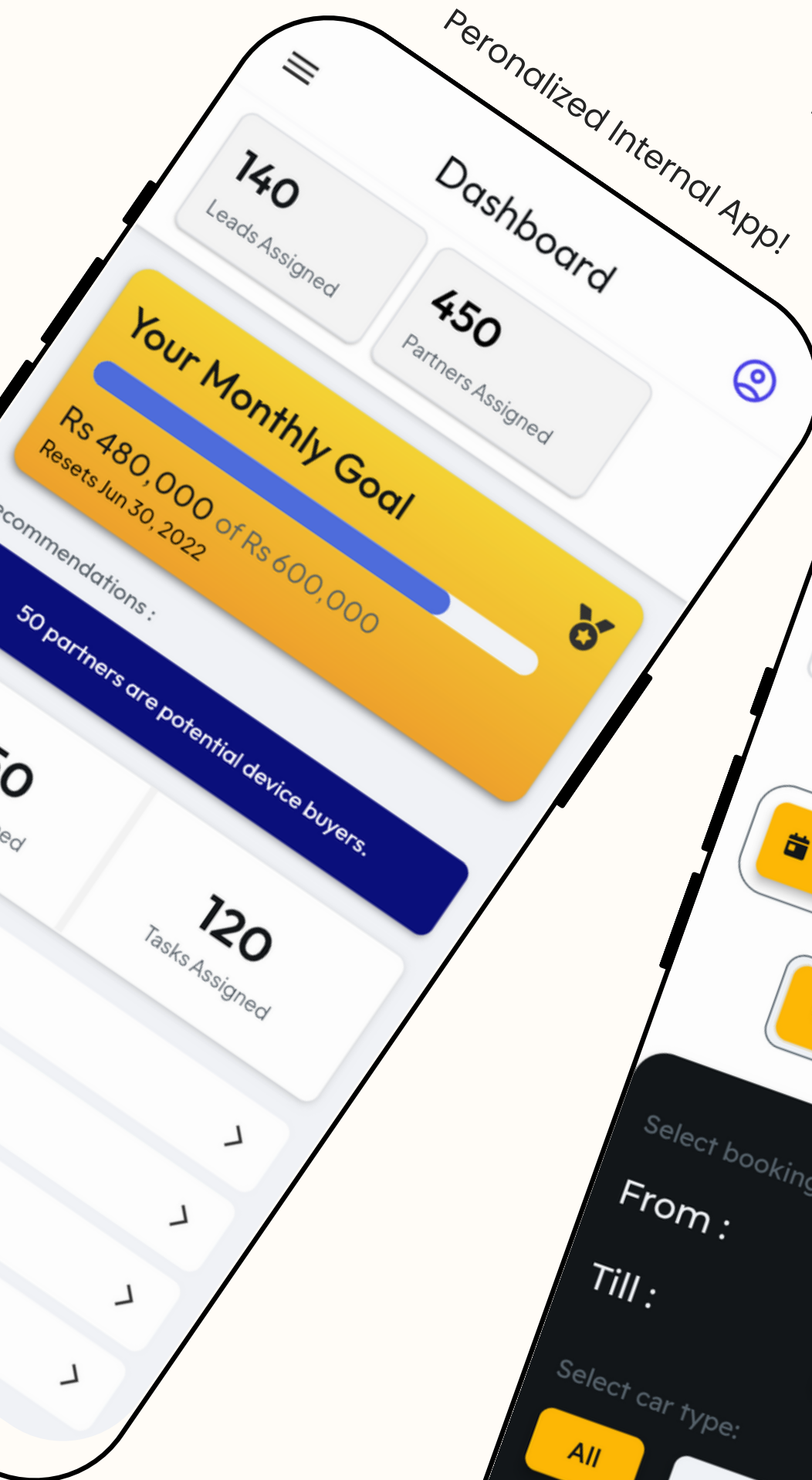
☐ Set Google meet

☐ Fetch loan application

Integrations

Application Skins!

Interfaces Applications on top of Sales Sunday





Thank You



Simply Put, We Are Available to Assist You

At SalesSunday, we empower organizations to improve the world by revolutionizing sales and operations, reflecting our mission to enhance strategies and bring fulfillment.

