



JCI Industries

Here's how one distributor has used Selltis to improve communication with its sales team, identify new opportunities, better communicate with customers and convert more quotes into orders.

Why Selltis?

Selltis was built as an industrial market team-selling solution to share and leverage data from across your company: inside sales, outside sales, customer service, management, business partners and more. Selltis has more than 15 years serving the industrial market.

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JCI Industries is a manufacturer's representative and distributor for mechanical, water and wastewater equipment and services. In Lee Summit, Missouri, JCI has been on Selltis since January 2000. Here's what Chip Toth, Vice President at JCI, had to say about the Selltis solution.

"We actually found out about Selltis through another distributor with a business similar to ours. They were really sold on it. The program was a proven solution that was working.

"We looked at all the other sales automation programs, and they were pretty generic. We didn't have the resources or the time to sit down with somebody and design the whole process from the quoting to the follow-up to dealing with multiple manufacturers.

"There were really two things that sold us on Selltis. The first was the Selltis company's understanding of our business. The second was that out of the box the program hit 95% of our needs. Selltis had already gone through the process of mapping out the sales cycle and understood the way we do business.

"Selltis has had a positive effect on interaction between the sales managers and the sales force. We use it as a tool to communicate with our outside account managers on various things going on. The management team has used it as a tool to find out where business is coming from and where the opportunities are.

"I think the most tangible benefit for us has been the quote log. Ours was a dinosaur. Now we have a quote log that's updated on a daily basis. And the same holds true for our contact database. We're doing a great job of keeping track of who's where and how to get ahold of them. We're communicating with our customers more and more. I think it's a good package, a program that can really help out companies like ours. The whole thing is customized for our business and it's available now — something the competitors can't say.

"Our entire sales force uses it as a tool every day to communicate, do quotes and better manage the front end of the sales cycle. It's become a part of this company's culture. Selltis is how we do business."

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