Leads & Sales (iSales)

Give every serious enquiry a clear next sales action

For sales directors, salespeople and owners whose pipeline sits in a spreadsheet

Controlled rollout: shown on demonstration data; scope and timing are agreed in your proposal.

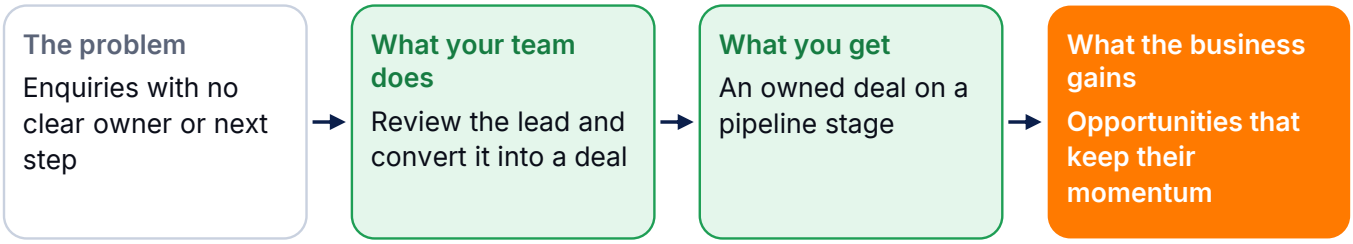
Does this sound familiar?

Enquiries arrive from the website, by phone and on WhatsApp, but nobody can quickly see which deserve attention or who is following up.

Good opportunities lose momentum, follow-up depends on memory, and the manager cannot see the pipeline without a spreadsheet.

From the problem to the business gain

Conceptual illustration, not a product screen



Three practical gains

Know where each enquiry came from

Once enquiry capture is set up, each lead keeps its form, campaign, source and landing page.

Every opportunity has an owner

A reviewed lead becomes a deal in one step, with an owner, a value and a close date.

Managers see what is waiting

Deals move across stages you define, and open deal value appears on the dashboard.

What your team does

- Review each lead in context on the customer's record
- Convert a reviewed lead into a deal in one step
- Move owned deals across a board with your own stages

The useful output

- A lead with its source attached, once your enquiry capture is set up
- An owned deal with a value, a stage and an expected close date
- A pipeline board that the manager and the team read together

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Ref. 2

What it needs

- **Customer records in iConnect CRM (Controlled rollout)**
  Every lead is kept as a contact
- **Website enquiry capture, if used**
  Set up for your deployment first
- **Team roles**
  Who owns and who reviews deals
- **For conversations: iConnect Inbox (Controlled rollout)**
  A WhatsApp channel on your own WhatsApp Business account

What you gain by connecting it

2 ← 1 CRM

Demonstrated in testing

Leads sit on the customer record in iConnect CRM (Controlled rollout), so each converted deal keeps the history.

2 ← 4 iField

Planned

iField (Controlled beta) is designed to record the visit outcome on the customer record; a deal hand-off from the visit is planned.

2 ← 3 iEngage

Demonstrated in testing

iEngage (Roadmap) is designed to pass a sales-accepted hand-off to the deal owner.

Demonstrated in testing: shown working in test environments, before your own set-up · Planned: illustrative; not implemented yet

How your team uses it

Visitor or customer
Sends an enquiry
→ A lead with its source, once your enquiry capture is set up

→

Salesperson
Reviews the lead and converts it into a deal
→ A deal with an owner, value and close date

→

Sales manager
Reviews the pipeline stage by stage
→ The deals that need attention, and their owners

→

What your business gains
Every serious enquiry gets an owner and a next step.

Next step

Book a tailored iSales demo for your deal flow

We show it on demonstration data, shaped around your workflow, and agree the first scope together.

https://iconsultants.tech/iconnect/demo

Technical detail: iConnect Technical Evaluation Guide

Scan to request the demo