



# Nail your targets with an All-in-1 Field Sales Platform

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December 2020



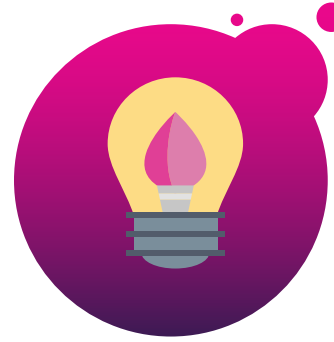
*Watch sales soar.*



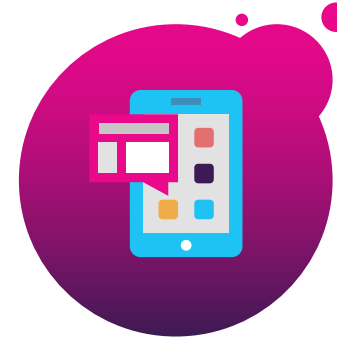
Who is  
Skynamo



Our  
values



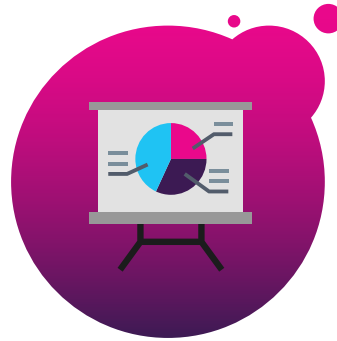
The problem  
we solve



The all-in-1  
Field Sales  
Platform



Customer  
testimonials



Company  
Structure



Why people  
love working  
for Skynamo



Contact us



# We are Skynamo



We help build  
**relationships**  
between sales teams  
and customers

We also build  
**careers**



Five Elms Capital **\$30 million** investment



Manage close to **500,000**  
customer visits per month



**3,000,000** customer relationships



**2,000,000** products. Captured **130,000**  
orders worth over **\$70 million**



We employed more than **40** people in **2020**  
(when everyone else were cutting back on staff)





# We believe

Our values drive our behavior



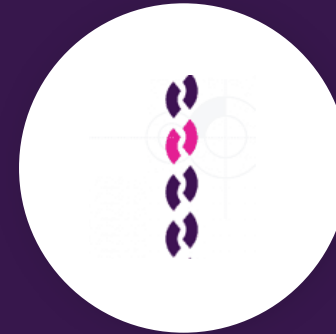
Honesty



Humility



Kindness



Reliability

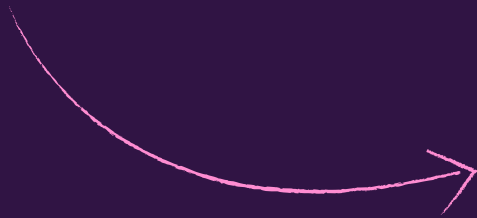


Self-direction

[CLICK HERE TO KNOW MORE](#)



## The Problem

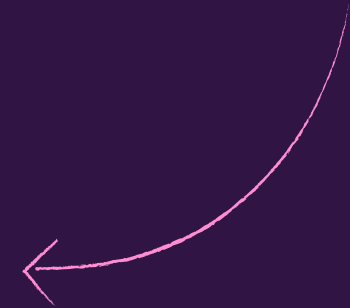


No transparency in terms of field sales activity.

Resulting in lack of trust and collaboration between managers and teams.



## Our Solution



Sales managers see in real-time what's happening in the field.

It allows Sales managers to coach their team to success.



# *all-in-1* The Field Sales Platform

## CUSTOMER SUCCESS

Dedicated to your implementation and getting the most out of your investment in Skynamo

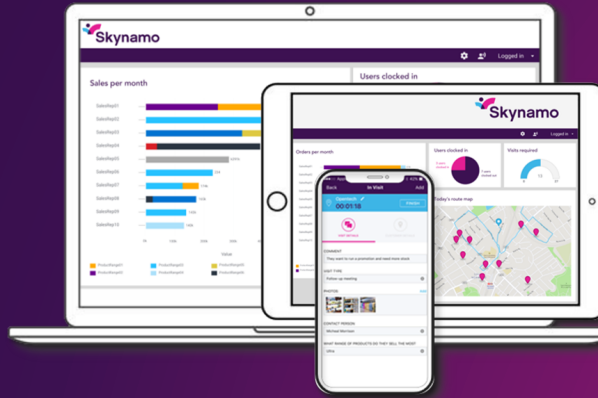


## MOBILE FIRST

Built for mobile users, easy to use on a mobile device, works offline

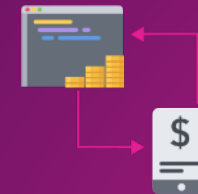
## SECURITY

ISO 27001 certified



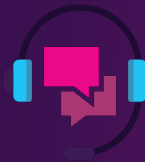
## INTEGRATION

Seamless integration with ERP and accounting packages



## FREE SUPPORT & TRAINING

Dedicated Support Center and Training Team



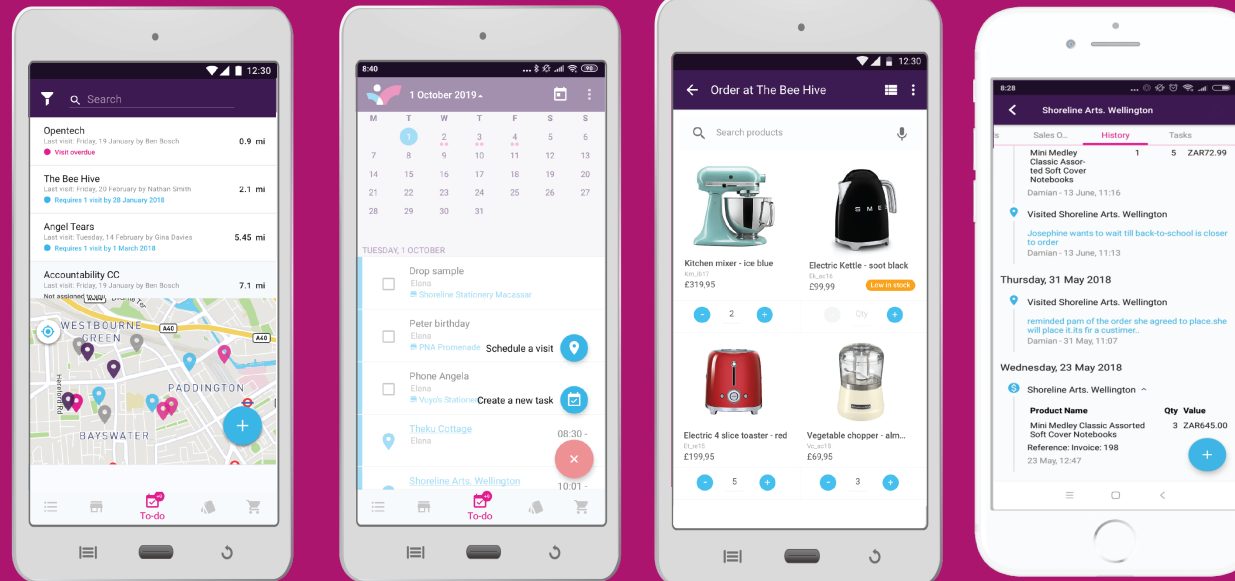
## SALES ANALYSIS

Reports and dashboard enabling smarter and more informed sales decisions



# Sales Teams Mobile Component

The mobile component is where your sales team will find value in Skynamo.



Whether for ordering or not,  
Skynamo is customizable



GPS enabled



Works Offline



Calendar  
integration



Onsite workflow



# Sales Manager Reporting Dashboard



Reporting + the  
Skynamo Analytics team

Most popular Sales Manager reports

- > Call Reports
- > Missed call reports
- > Visit ages analysis
- > Product Sales / month
- > Sales Performance



Customized forms for company,  
team, use case specific visit  
requirements and workflows



Customer assignments,  
visits schedules, calendaring



Customized dashboards  
(general reporting, sales rep,  
customers, products)



Reps have access to - mgt can set  
limits to what each rep sees



#naileditwithSkynamo

“ We saw an increase in monthly sales simply because we're visiting our existing customer base more regularly. ”



Christoff Sonnekus  
Sales Manager

Watch sales soar



#naileditwithSkynamo

“ Our reps have increased their daily visits from around 3 to a consistent 8 since the implementation of Skynamo. ”



Jannic Zietsman  
Regional Sales Manager

Watch sales soar



“We’re immediately aware of future projects and requirements, which means we are able to uncover new business opportunities we would otherwise have missed.

**Medis**

Medical Supplies

“We’ve seen a 25% year-on-year growth in sales revenue over the last four years. This could largely be ascribed to the fact that they get around to their customers much more often.

**Lionel’s Veterinary Supplies**

Veterinary Supplies

“Skynamo complements our existing tasksetting and financial reporting system by providing us with additional, more in-depth feedback on customer buying behaviour.

**Interstat**

Office Supplies

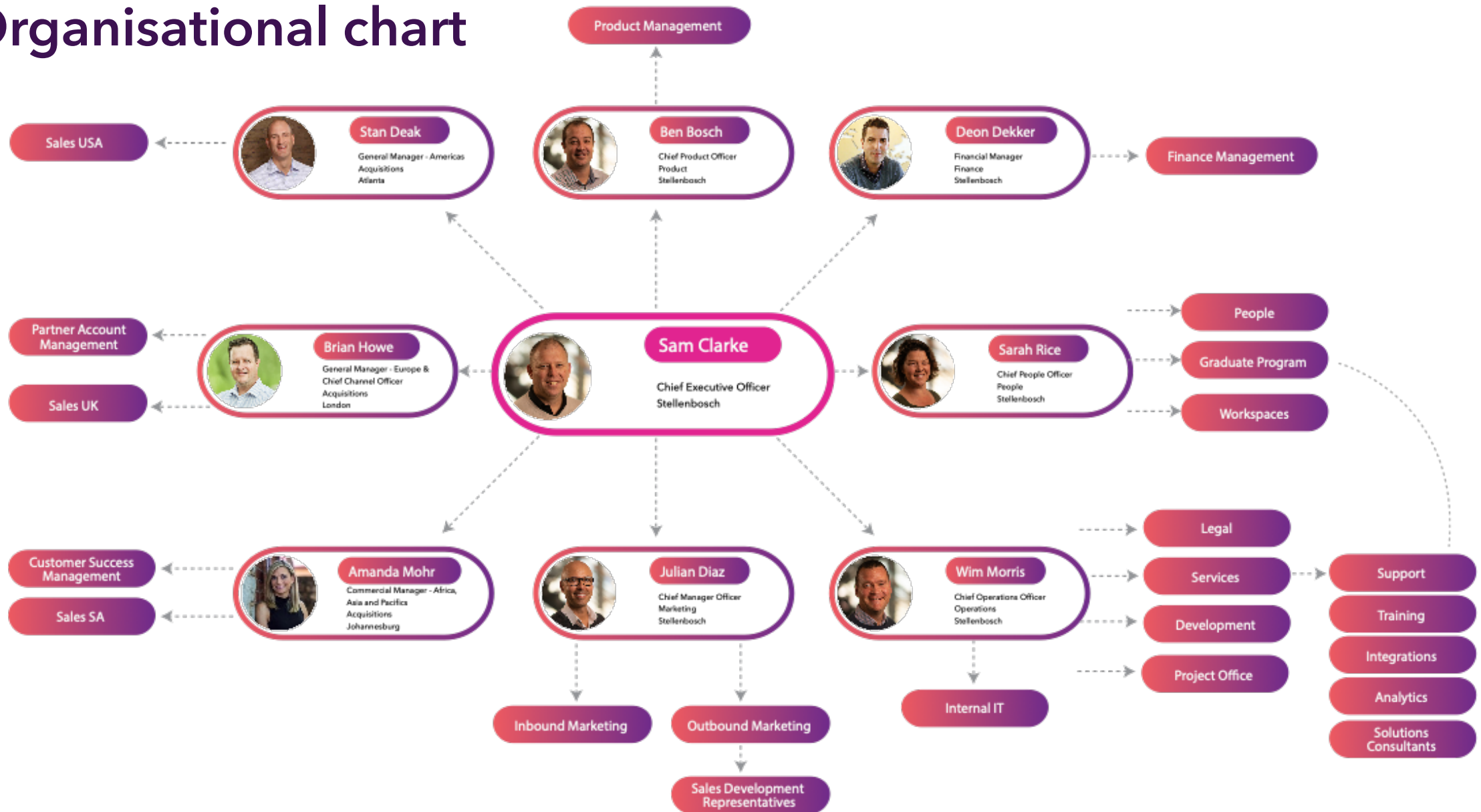
“We saw an increase in monthly sales simply because we’re visiting our existing customer base more regularly.

**Triangle Lubricants**

Industrial Lubricants



# Organisational chart





Our People



Skynamo because

**Work-life balance** High Energy **Fun environment**

**Quick Decisions**

*Bottomless coffee from inhouse barista*

*Team Fortress 2*

**Free lunch and Friday Pizza**

**Free exercise sessions (yoga, cross fit, pilates)**

**TEAM INPUT ENCOURAGED**



# Contact Details

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