

Organization Manager

Maximize Sales Resources

The competitive landscape is constantly evolving, putting life sciences companies under pressure to show impact and ROI. Operationalizing the management of core sales planning functions ensures territory alignment and related sales efforts are maximized.

Nexus Organization Manager streamlines employee and roster management and territory planning, helping maximize the revenue generation potential of your sales force. By matching reps to the most valuable HCPs based on industry data and field input, you set them up for success.



Align territories

Streamline employee and product roster management and territory planning for everyday and exceptional global, regional, and local commercial operation's needs. Ensure customer coverage while avoiding overlaps that impact performance and distract sales forces.



Optimize sales resources

Ensure customer engagements are targeted and productive by enabling sales operations and field sales to collaborate seamlessly. **Nexus Organization Manager** allows field input via review, request and approval workflow for future and current alignment cycles before they are pushed to CRM and other downstream systems for execution. And, changes can be scheduled and reviewed as required, avoiding field disruption and keeping your field force closer to customers.



Manage compliance needs

Drive consistency and accuracy across business applications with a solution that allows you to store important information about the sales force in one place and make it available to all other applications in the commercial environment. Respond easily to off-label compliance needs and facilitate customer-product combinations for cross-functional sales forces.



Five steps to make the most of every conversation:

1. Determine the best level of engagement with each HCP
2. Prioritize HCPs in sales territories based on interaction preferences, interests, and activities
3. Determine each HCP's preferred channels
4. Understand customer interests and needs
5. Evaluate the effectiveness of materials and messages

Nexus Organization Manager helps align and deploy resources across channels so you can optimize the performance of your sales force .

Key Features:

Alignment Manager

- Design territories based on individual and account attributes, sales potential, geography, and affiliation based rules.
- Execute ‘what if’ scenarios and future alignment simulations based on configured rules.
- Allow for field review and input prior to publishing the alignment to CRM systems.
- Manage off-label compliance needs (primarily US) and facilitate customer product combinations for cross-functional sales forces.

Employee Roster Manager

- Manage employees, job roles, product certification attributes, and incentive compensation attributes.
- Manage territory hierarchies and territory assignment data to store connections between field personnel, territories, and products in a single place.
- Manage vacancy coverage.

Product Roster Manager

- Manage products, product hierarchies, and product assignment data to store connections between products, territories, and customers in a single place.

“By focusing employees on the right customers & products, you are maximizing ROI and keeping ahead of the competition.”

