Process Improvement Opportunities
Customer
Sales Rep
Sales Manager
Finance
Legal
Operations
Customer Success
Support
Engineering
Product
Executive
Start
Identify Prospect
Research Company
Qualify Lead
Schedule Discovery Call
Conduct Discovery Call
Prepare Proposal
Review Proposal
Approve Proposal
Send Proposal
Negotiate Terms
Review Contract
Approve Contract
Send Contract
Sign Contract
Countersign Contract
Store Contract
Create Customer Account
Provision Resources
Configure Environment
Assign Support Team
Schedule Onboarding
Conduct Onboarding
Train Customer
Verify Setup
Go Live
Monitor Usage
Collect Feedback
Schedule Review
Conduct Review
Identify Upsell
Renew Contract
Escalate Issue
Resolve Issue
Close Ticket
Update Roadmap
Prioritize Feature
Develop Feature
Test Feature
Release Feature
Notify Customer
Report Revenue
Forecast Revenue
Review Pipeline
Update CRM
Archive Records
End