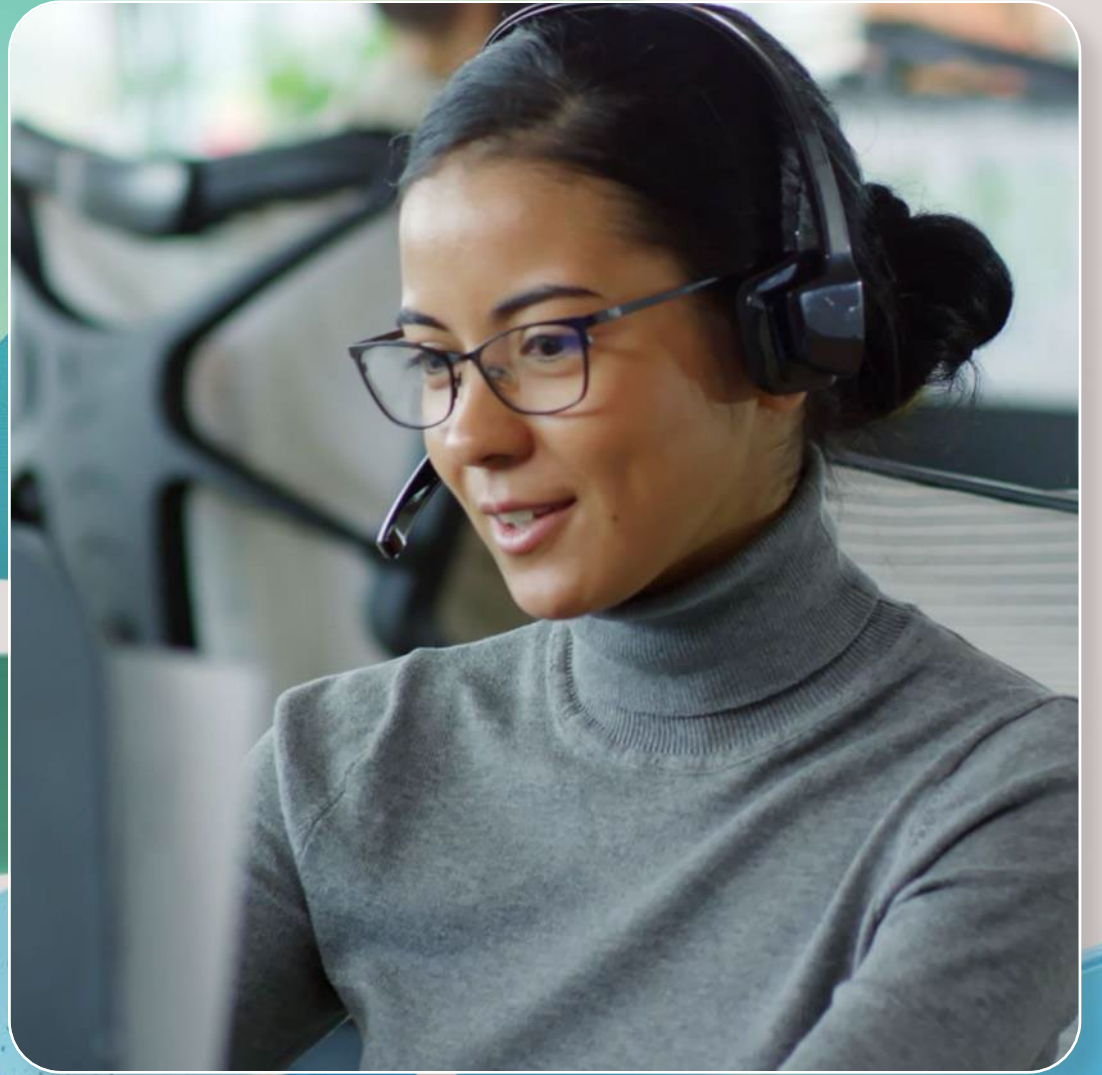




Copilot scenarios for Sales



KPI – Increase number of opportunities

Copilot Workshop

Request information on the Copilot for
Microsoft 365 online Workshop



Sales is about building relationships and pursuing opportunities. But these things take time, so anything Microsoft Copilot can do to reduce the time sales teams spend on other tasks can be used to increase customer face time and pursue more deals.

How Microsoft Copilot can help increase the number of opportunities pursued

Improve customer meetings

- Research company information
- Learn how to pitch the product
- Organize information from past interactions
- Completely focus during the meeting

Respond to an RFP

- Create richer, faster responses to proposals
- Have Copilot assist with drafting and summarizing emails
- Simplify finding information for RFP responses



Roles

Pursuing more opportunities
can require input from:

Account Manager

Product teams

Technical Sales

Customer Success

Training staff



Microsoft AI solutions

Copilot for Microsoft 365

Copilot in Dynamics 365 Sales

Copilot for Sales

LOOK