

# IQProspects™

**Quest Analytics** provides banking sales prospecting software combined with integrated sales training

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## Sales Prospecting for Banks & Credit Unions

Quest **IQProspects** is a sales prospect management software built specifically for mobile sales teams at banks and credit unions. IQProspects helps sales associates and managers track prospecting activities for existing customer portfolios as well as for new retail and commercial prospects. Mobile workers can use a browser or iPad to access and update sales information.

Prospect information is a valuable asset of your organization. Financial institutions invest considerable resource to build prospect pipelines. IQProspects maintains valuable prospect interactions in a centralized database while tracking individual sales activities. The result is an easy to use tool that helps associates and managers provide consistent and predictable sales performance.

Managers use IQProspects drill down reports to view up to the minute details on each deal in the pipeline. Activity metrics track important sales activities that lead to sales closures.

### Software Features:

- Easy to use prospect management with structured workflow
- Manage sales suspects, prospects and existing customer portfolios
- Integrated with popular core banking systems such as Fiserv, FIS, Jack Henry and others
- Microsoft Outlook synchronization
- Management reporting provides valuable insight into each deal while tracking sales closures
- Run standalone or integrated with Quest IQLeads® automated lead management solution
- Reasonably priced for small and mid-sized banks and credit unions
- iPad and Windows support