KARMA
## Sales Execution Management

VIP

INTRO

Created specifically for the beverage industry, KARMA does more than a typical CRM. It's a sales activity tracker, a route planner, a survey tool, and so much more. KARMA [Key Account Relationship Management Application] is integrated with other VIP apps, including iDIG and Chain Call Management. All KARMA activity is automatically saved in iDIG for easy report building. Keep track of account visit notes, tag key accounts, review account purchase history, and add best contact information.
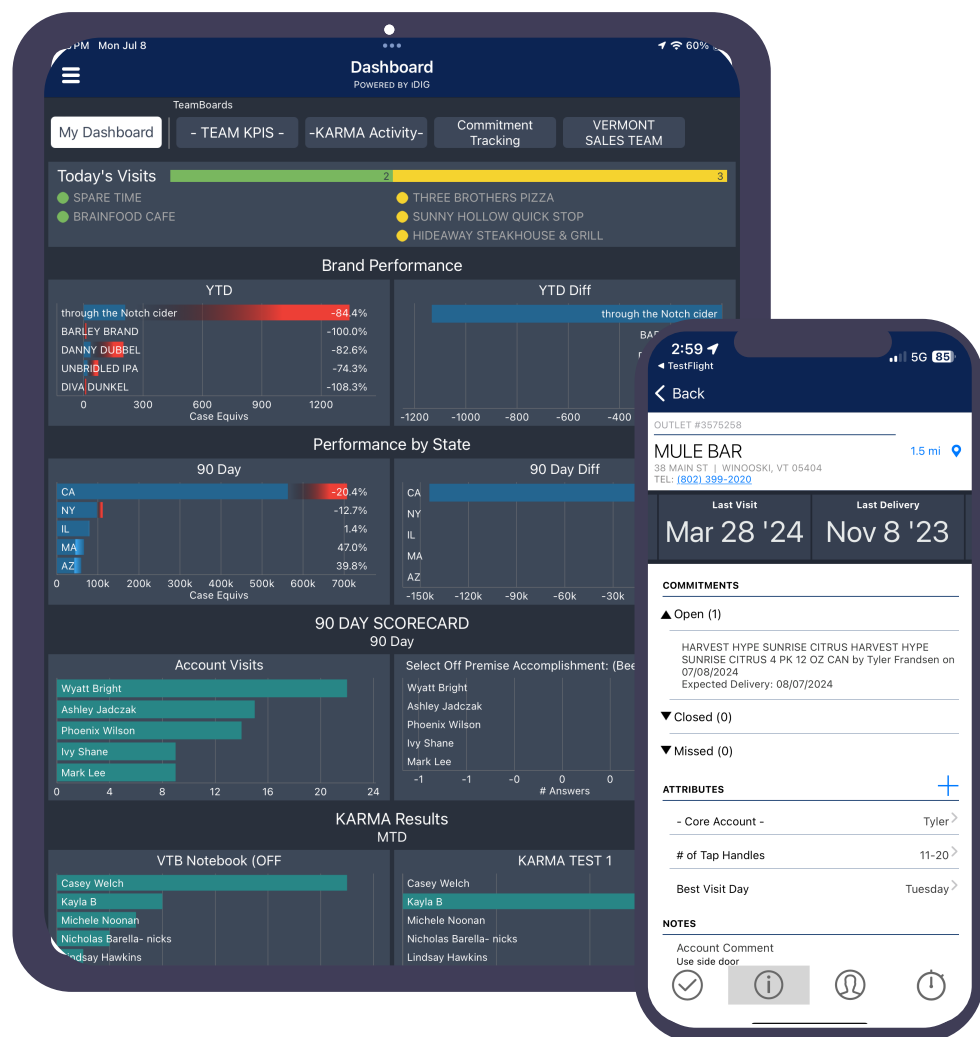
FEATURES

Help your sales team work more efficiently.

Complete surveys to maintain relevant account information.

Save key contact information at accounts.

Share sales commitments directly with distributor partners.

INTEGRATIONS

iDIG Reporting and Analytics

- Dashboards & Team Boards
- Survey responses
- Sales commitments
- Calendars
- Tasks

CCM Event Tracking and Execution

- Program surveys
- Display images
- Account information

Take advantage of KARMA data

- Track your team's accomplishments.
- Easily view individual and group KPIs.
- View account sales trends.
- Filter by customized account attributes.