



EMINENT DIGITALS

REVOLUTIONIZED SALES

In the **Electric Automobile** Sector

Driving Efficiency and Growth for **Joy e-bike**



BACKGROUND

Joy E Bike, a prominent player in the electric automobile industry, sought to optimize their sales processes to capitalize on the growing demand for sustainable transportation solutions. The objective was clear: enhance lead management and nurturing, improve sales efficiency, elevate pre-sales experiences, and streamline the sales closure process.

However, navigating an emerging industry with rapidly advancing technology presented significant challenges. These included complexities in lead nurturing, coordination challenges with the client's sales team, dealers, and prospects, as well as the critical need for accuracy in sales confirmations.



OBJECTIVE



**EFFICIENT LEAD
MANAGEMENT &
NURTURING**

**INCREASED
SALES
EFFICIENCY**



**ENHANCED
PRE-SALES
EXPERIENCE**

**ENHANCED
SALES
CLOSURE**



DELIVERABLES



Implemented
Effective Lead Management
by Experienced Tele-sales
Professionals

Introduced **Streamlined**
Pre-Sales, Sales, and
Confirmation **Processes**



Implemented an **Effective**
Payment Management
System

Reduced Communication Gaps
through **Centralized**
Process Management



CHALLENGES

- Navigating an Emerging Industry & Technology Landscape
- Complexities in Lead Nurturing
- Coordinating with Client's Sales Team, Dealers, and Prospects
- Ensuring Accuracy in Sales Confirmations



RESULTS

Increased Lead
Nurturing by
58%

Achieved Sales
Closure
Totaling
**RS.
250+
CR**

Reduced
Product
Delivery time
by
26%

Generated
Qualified
Leads Valued
at
**RS.
650+
CR**





THANK YOU

Still searching for the perfect agency to
skyrocket your sales?

✉ sales@eminentdigitals.com

☎ +91 9175919067