repfiles

Efficient. Prepared. Mobile.

Mobile devices and cloud technology are increasingly being used to complete both personal and work-related tasks.

People are now conditioned to getting the information they need in the moment they need it.

While B2B customers are researching products online and interacting in new digital ways,
the sales representative is still needed to facilitate the buying process in positive ways.

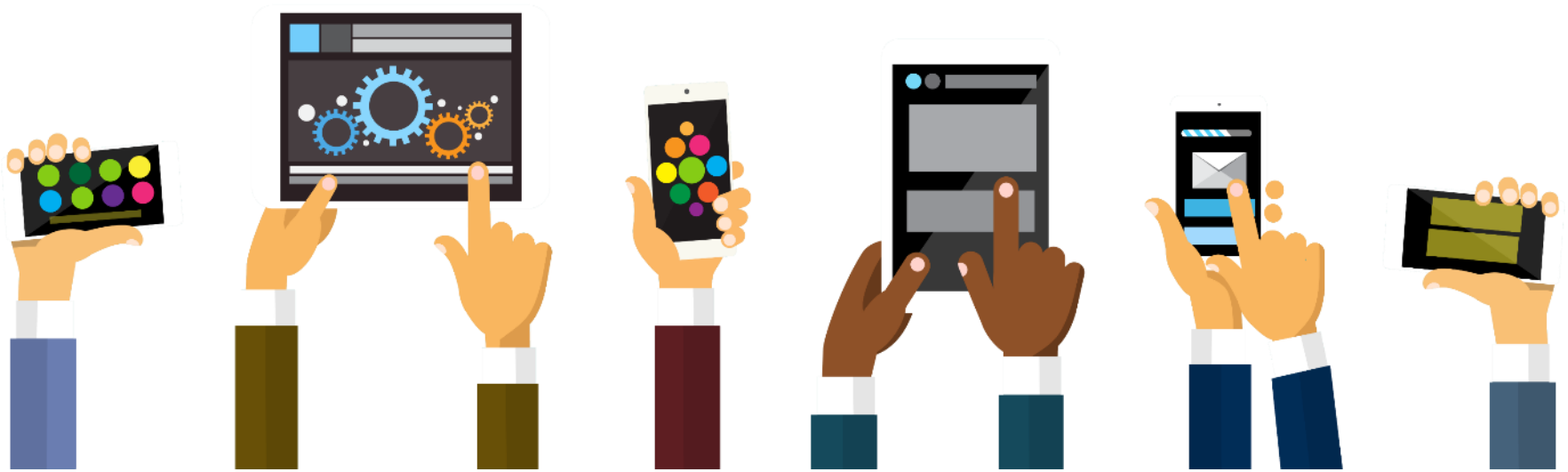
According to research conducted by SiriusDecisions* (a leading global B2B research and advisory firm), buyers are engaging with sellers from the very beginning through the end of their buying journey.

Technology therefore needs to assist with the sales cycle, not replace it.

"Not only do buyers interact with a sales representative in all phases of their decision-making process, but they overwhelmingly describe those interactions as positive in over 85 percent of the buying experiences studied."

*http://www.businesswire.com/news/home/20150514005804/en/SiriusDecisions-Unveils-Results-Study-B-to-B-Buying#.VVVOndpVikq

The winners will use mobile technology to empower their salespeople **by making sales and marketing materials easily accessible and always available.**

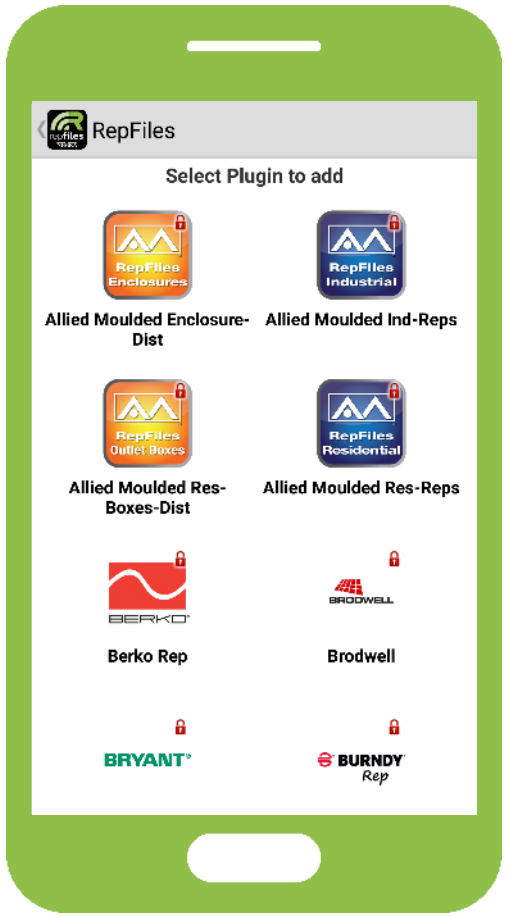


For salespeople to be successful, a mobile sales tool needs to:

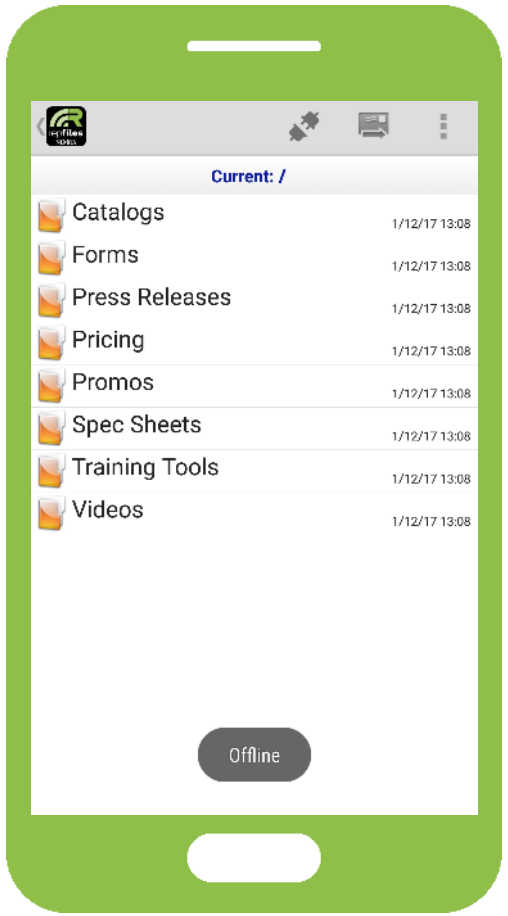
1. Contain all information in a single, unified location
2. Receive content updates directly from suppliers
3. Allow quick and easy access to content online or offline
4. Keep content up-to-date, including content that's been downloaded to the device for offline use

What RepFiles provides:

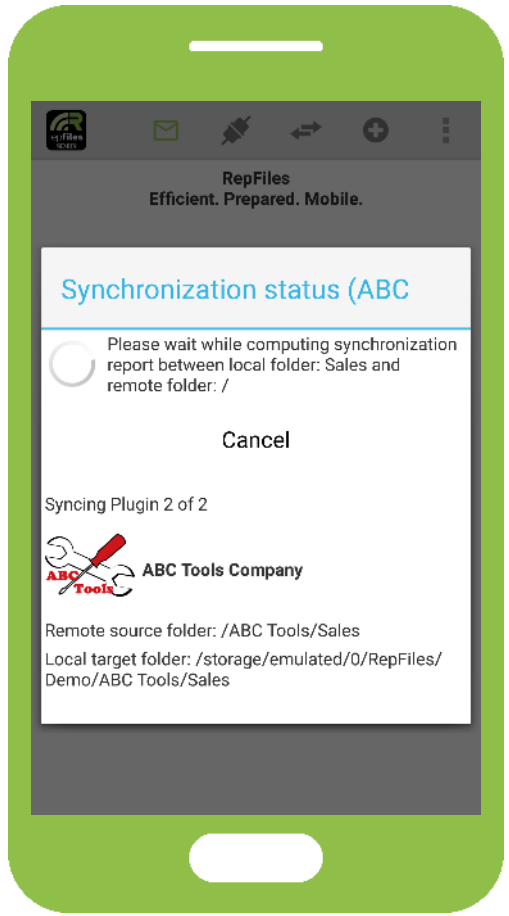
Access to all content in one location, under one account



Ability to download files for offline use

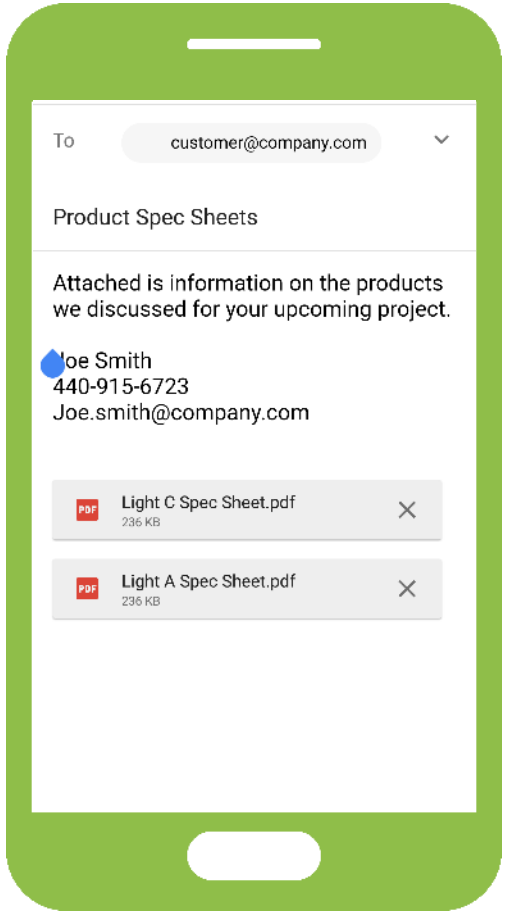


Simply sync to receive updates to downloaded files

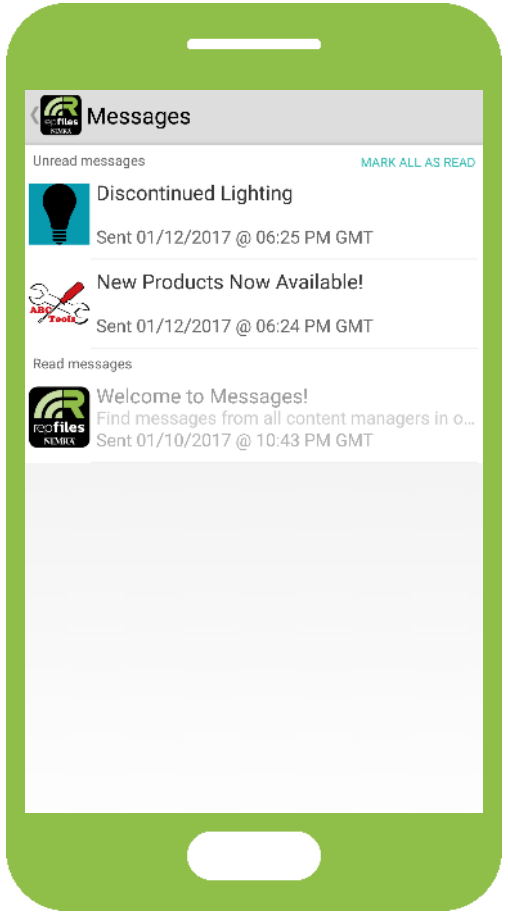


What RepFiles provides:

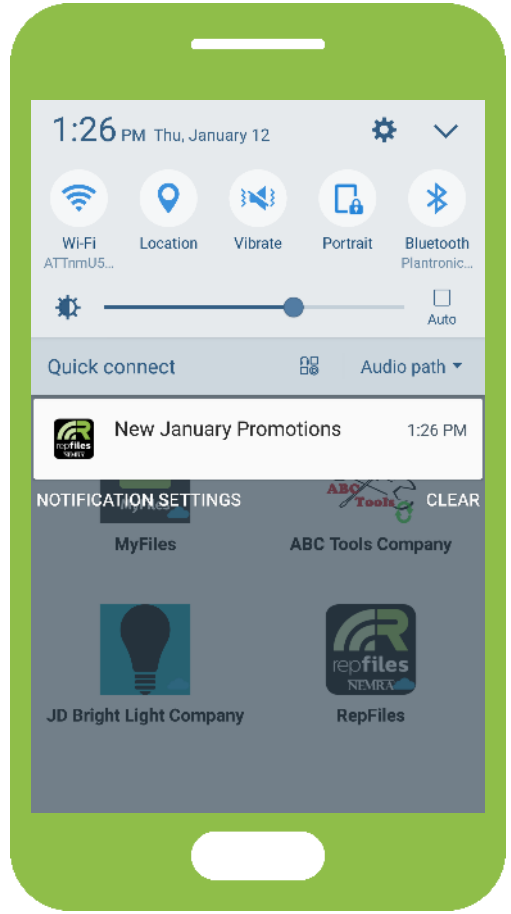
Attach multiple files from different suppliers to single email



Find messages from admins in one centralized location

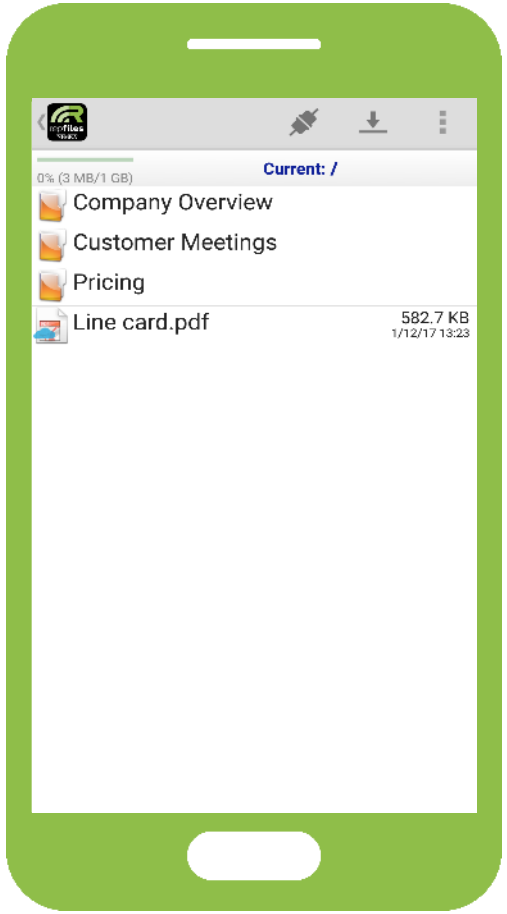


Receive push notifications on important updates

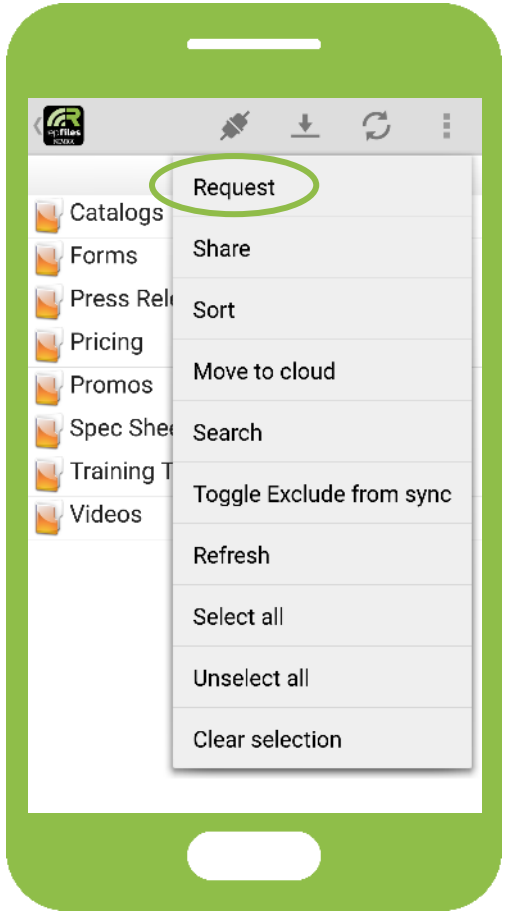


What RepFiles provides:

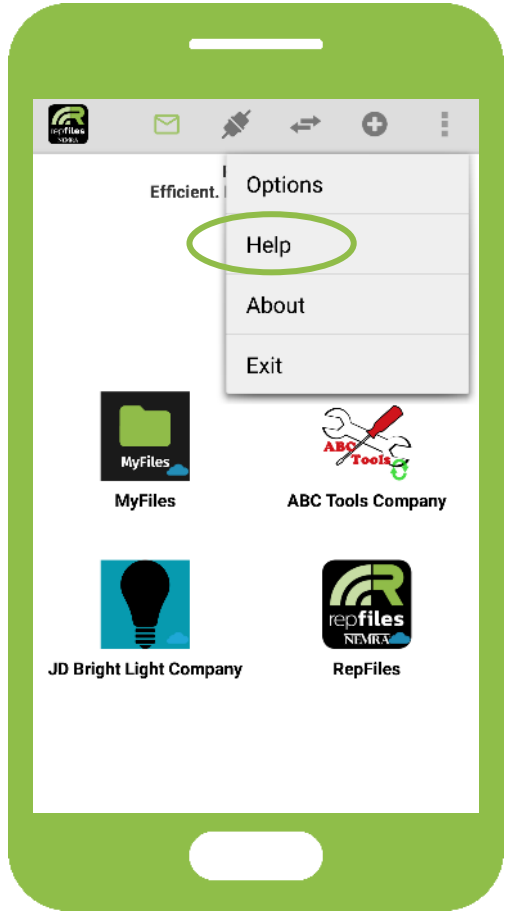
Upload & manage your own content with MyFiles



Request additional content directly from content managers

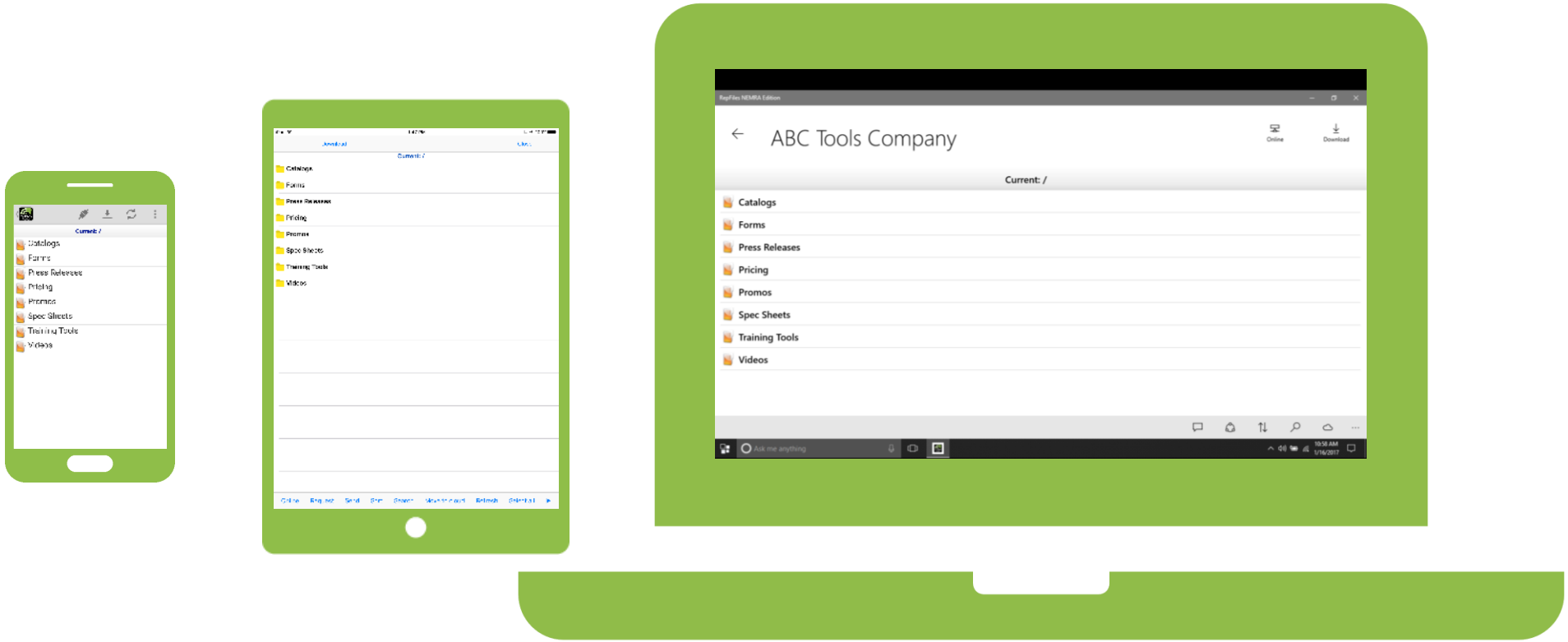


Contact support@repfiles.net for assistance whenever needed



What RepFiles provides:

Access to files across iOS, Android and Windows 10 devices



“There are basic needs of every mobile field sales agent. Quick access to content helps close a sale while with the customer rather than waiting to complete a task when back at the office.”
- VP of Sales, Electrical Products of Oklahoma

“I work out in the field where there can be limited to no data connections. I have recently downloaded this app. I like to be prepared for any situation and the ability to access cut sheets and catalog pages can help or break a relationship with a customer.”
- Field Project Manager, Wholesale Electric Supply Co. of Houston, Inc.

“Having a mobile application that puts these materials into their hands quickly and efficiently will benefit their preparedness and success in communicating sales and marketing collateral to our customers.”
- Marketing Manager, Womack Electric Supply

“Love this app! RepFiles makes going into meetings much more comfortable because I know I have the information I need at my fingertips.”
- Outside Sales Representative, Elgin B. Robertson, Inc. (EBR)

“When a customer meeting changes direction, our sales team will be able to react instantly to whatever the customer wants to discuss and present the appropriate materials during the conversation or promptly after.”
- Director of Marketing, Werner Electric Supply

“We can create great marketing, but its only as effective as our delivery method. RepFiles enables us to engage our entire salesforce when distributing our message.”
- Marketing Manager, Service Wire Co.

Contact support@repfiles.net **to start empowering your sales team with content that's always available... always up-to-date...**
always ready to share with customers.