

# Salesforce1 Mobile Starter Kit for Field Sales

## Give your reps the tools they need to sell on the go.

Help your field sales reps get all the information they need while they're on the go. This Accelerator will show you how to increase your team's efficiency and productivity by leveraging the full power of the Salesforce1 Mobile App. We'll help your reps learn how to find, manage, and use data, along with demonstrating some common ways reps can use the tool when they get rolling on mobile.

## What it can do for you

- Increase sales rep efficiency and productivity through mobile.
- Provide on-par capabilities for the mobile workforce

## How it works

Certified specialists will guide you over two separate engagements, delivered remotely:

### Educate and prepare

- Review Accelerator details
- Walk through key use cases

### Outcomes

Recommendations on how to build:

- An Account list view based on sales rep activity criteria, optimized for mobile access
- Publisher actions with suggestions for designing custom actions for Log a Call, New Task, and New Event
- An Opportunity quick action to update the stage, amount, close date, and/or next steps

### ACCELERATOR COST

1 POINT

### GOAL

Achieve faster ROI.

### INTENDED USER

Your users aren't adopting even the most basic features of your mobile Salesforce tool, such as finding, managing, and using data.

### PREREQUISITES

- An executive committed to sponsoring a business transformation exercise supported by Salesforce1
- Required Sales Cloud (or beyond) licenses purchased and assigned
- Some current usage of Salesforce1, with minimal technical barriers for additional usage

Learn how we can help you accelerate your CRM success.

[CONTACT US](#)

### Corporate Headquarters

The Landmark @ One Market Street  
Suite 300  
San Francisco, CA 94105  
United States  
1-800-NO-SOFTWARE  
[www.salesforce.com/services-training/add-ons/accelerators](http://www.salesforce.com/services-training/add-ons/accelerators)

### Global Offices

|                |                 |
|----------------|-----------------|
| Latin America  | +1-415-536-4606 |
| Japan          | +81-3-5785-8201 |
| Asia / Pacific | +65-6302-5700   |
| EMEA           | +4121-6953700   |

