



NEW POSSIBILITIES FOR AVIATION COMPANIES WITH LEON SALES

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You will agree that every company looks for the way to be more efficient, cost effective, optimized operations. So here is one more solution to find out more about. Meet Leon Software, a provider of management software for the aviation business has released a new version of its flagship product, including a wide range of features designed for increasing an efficiency of sales teams.

Leon Software, which most recently has reached a stable number of 200 concurrent aviation companies using its Leon platform, claims that the new solution is not only an important process automation tool for the industry, it also opens up a number of opportunities in terms of workflow management. As aviation companies expand the reach and scope of their activities, the growing need for an efficient communication – both internal and external – becomes more and more apparent.

One of the biggest challenges modern aviation operators are facing is not only related to their operational procedures, but more surprisingly to the capability of their sales processes. Sales representatives are often working in extensive organizational structures, where shift work and fast-

paced environment can further muddle the already complicated state. One of Leon Sales features is its adaptability when it comes to the quotation process. By managing fees, providing integrity check and setting up customized price lists, sales team can finish each quotation within a few mouse clicks without the risk of sending an incomplete data.

“Our goal was to make Leon Sales meet the requirements of a demanding business aviation market and that starts with cutting down on the time required to handle quotations,” said Paweł Kruk, CEO of Leon Software. “In order to do that, we have actively listened to our partners and customers during the development stage to deliver the experience they would love to use. The process is not over yet, as we still have plans for future updates with additional Sales features included. At Leon, the continuous improvement is our own never-ending story.”

Making smarter Sales

Improving the quality and efficiency of communication processes of an aviation company was another goal Leon Software has been focused on in the recent months. With the introduction of a new Sales interface, the communication with a client has been unified to match the workflow process of a sales department. Leon Sales helps tracking the current progress of an existing quote and supports the team with a complete list of fully customized document templates, separate for each stage - Flight Quotation, Charter Agreement and Flight Brief

Internal communication has also received a major boost, allowing a fluid information flow between sales and ops departments. When combining it with other features such as checklists, granting a status overview of the current trip's crucial actions for sales and ops, operators can effectively monitor closing on the successful deals. With centralized data and mechanisms that make internal collaboration flourish, the overall productivity is also expected to rise.

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