Effective Channel Strategy: Contract Process Optimization

Revitas and IACCM present a complimentary on-demand webinar on channel sales management and the tools and systems that will provide effective administrative oversight and information.

Maintaining balance between the opportunities offered by your sales channels (both direct and indirect) and the associated risks they generate is a critical element of market strategy, Revitas says on its website. Gaining visibility into processes, ensuring seamless integration between systems, and properly managing the overall process can be a monumental task.

Topics in this webinar include:

• Best practices for implementing an effective channel management system
• Strategies for identifying essential features and functionality
• Tactics for adapting internal processes and procedures
• Methods for conducting and applying meaningful analysis

Watch the on-demand webinar.