



The Challenge For Solar Companies

For sales teams, friction is the ultimate foe. Stitching together individual point solutions and managing their complexities? It slows you down and stalls your growth.

Sales teams need a CRM powerful enough to help them scale with data, automation, and reporting, without compromising usability.

HubSpot Sales Hub Professional is built for scaling teams and enables them to optimise, automate & report on sales.



The Solution



Sales Hub Professional is a comprehensive sales CRM that gives growing teams the tools to automate and scale their sales process.

With Sales Hub Pro, effectively manage your team through deal/lead/task automation, track their activities, and gain visibility into customisable reporting for real-time insights.

Close deals more quickly and efficiently by automating steps of your sales process and allowing your team to focus on personalised outreach at scale through sequences, 1:1 video creation, and more.

Personalise Outreach

Never miss an opportunity to connect with your prospects. Save time by creating personalised email templates and leveraging automated email sequences and smart send times. Plus, you can eliminate the guesswork by getting notified the second a lead opens an email. And the best part? It's all automatically tracked and logged in your CRM.

Manage Your Team

With features such as teams, deal stage/task/lead rotation automation, record customisation, required fields, and custom reporting, you can quickly and easily set up your CRM so that it works for you, and not the other way around. Plus, it allows you to simplify and automate, allowing your team to be more efficient and effective in their day to day.

Close More Deals

Configure, price, and quote with features such as products, calculated properties, and eSignature. Quickly and efficiently send beautiful, branded nurture emails to help close deals faster. And, with your data all in one place, you'll gain full visibility into Deals to forecast effectively and crush your quota.

Sales Hub Professional popular automation features include:

- Contact management
- Deal pipeline
- Quotes (limited for solar dealers)
- Meeting scheduling
- Live chat
- Reporting dashboard and Forecasting
- Sequences
- Call transcription and recording
- Goals
- Conversation routing
- Rep productivity performance
- Deal stage, task, and lead rotation automation
- Phone support
- Up to 10 Teams
- Custom reporting

Use Cases



Connect with prospects in a more personal, human-friendly way.

Today's buyer is empowered to make their own decisions, in their own way, and on their own time. The distraction and interruption of cold calls, emails, and spam weigh heavily on the fragile relationship with a new prospect. HubSpot Sales tools help reps build warm, 1:1 relationships with contacts by arming them with extra context and easy options for personalising every outreach.



Organize and optimise your entire sales process.

HubSpot Sales brings together all the tools you need to grow your business. With a complete suite of sales acceleration and productivity tools, a seamlessly integrated CRM, and option to connect to HubSpot's marketing platform; it's easy to organise your sales process and optimise it every step of the way.



Automate your most time-consuming tasks.

Eliminate the back and forth of booking Meetings, automate your follow-up, set task reminders, build and optimise email templates and so much more. HubSpot Sales is the all-in-one solution for automating your most time-consuming sales tasks so you can work less and sell more.



Close deals faster

Use Quotes to easily generate polished, branded quotes in seconds. Add eSignatures for quicker turnaround times.



Set and track your goals all in one place

Set revenue and productivity goals that allow your team to track their progress.

HubSpot Sales Hub Pro software enables your sales team to scale and grow

XEN Solar HubSpot Ignition Service sets up your HubSpot portal and trains your team

HubSpot Professional Pricing
Upfront: \$450/mo | Monthly: \$500/mo
Includes 5 users

XEN Solar HubSpot Implementation
One-off Cost: \$6,000 + GST
Implementation takes up to 3 months

Sales Hub Professional solves for mature sales teams who need a viable all-in-one sophisticated sales stack to be successful. Not only does Professional bring automation into the mix (a super powerful tool), it also gives teams access to the basic guardrails they need to stay organised and work more efficiently. The Professional features give you an elevated experience with multiple team needs, pipeline management & automation. XEN Solar is a HubSpot Certified Platinum Partner and helps companies to optimise their HubSpot platform and maximise results.

[Contact XEN Solar](#)