

Smart Solutions. Real Impact.

Sales & Distribution

Inventory mismanagement, delayed deliveries, poor customer tracking, and inefficient communication often undercut sales performance. Aava's mobile-first Sales & Distribution solution automates tasks, gives real-time insights, and enables seamless coordination for smarter decision-making and improved sales. Empower your sales force on the go with our platform designed to enhance performance tracking and smarter sales execution.

A. Smarter Sales Visibility

1. Smart Sales Dashboard

Lack of a unified view of sales performance, customer behaviour and team productivity makes forecasting unreliable and slows down decision-making. Our Smart Sales Dashboard unifies live data into visual analytics and alerts, tracking stock, sales and targets across regions, brands and distributors. This empowers businesses to optimise strategies, improve forecasting and drive sustained revenue growth.

2. Performance & Growth Reports

Without real-time tailored performance insights, decision-makers lack visibility into top-performing products, regions and teams, hindering growth and resource optimisation. Our tool generates detailed on-demand reports (daily, monthly, or custom) that analyse sales data, team productivity and market trends. By highlighting achievements, sales trends and growth metrics, these insights identify high-performing products, set targets and implement growth strategies.

B. Efficient Field Operations

1. Route Planning & Assignment

Complex delivery schedules and unpredictable traffic conditions can inflate fuel costs and delay shipments. Our Route Planning & Assignment engine analyses location data, schedules and traffic patterns to plot efficient paths and auto-assign them to field teams. This reduces fuel costs and travel time, ensuring better territory coverage, increased productivity and timely deliveries.

2. Real-Time GPS Tracking

Operating in the field without visibility risks missed appointments, route deviations and customer dissatisfaction. Our GPS tracking provides live location feeds, visit logs and order status – enhancing accountability and providing accurate ETAs. By optimising routes and travel plans, it minimises delays and empowers proactive planning and decision-making for on-ground operations.