

Who uses PAMS

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Who PAMS is for

PAMS is an end-to-end command center for B2B sales operations. It supports teams that

manage sales work across opportunities, offers, orders, targets, commissions, suppliers, warehousing, and invoicing.

Use the table to choose where to continue.

If you need to...	Go to
Compare your operation with the audience descriptions	Before you choose a starting point
Choose the first work area to explore	Choose your starting point
Understand what PAMS covers before choosing a work area	What is PAMS
Follow sales work from its opening stage through delivery	Sales jobs lifecycle
Orient yourself in the dashboard	Dashboard overview
Understand the capabilities available across the product	What can you do with PAMS
Find help when you do not know where to begin	Getting help

PAMS is intended for these operating models:

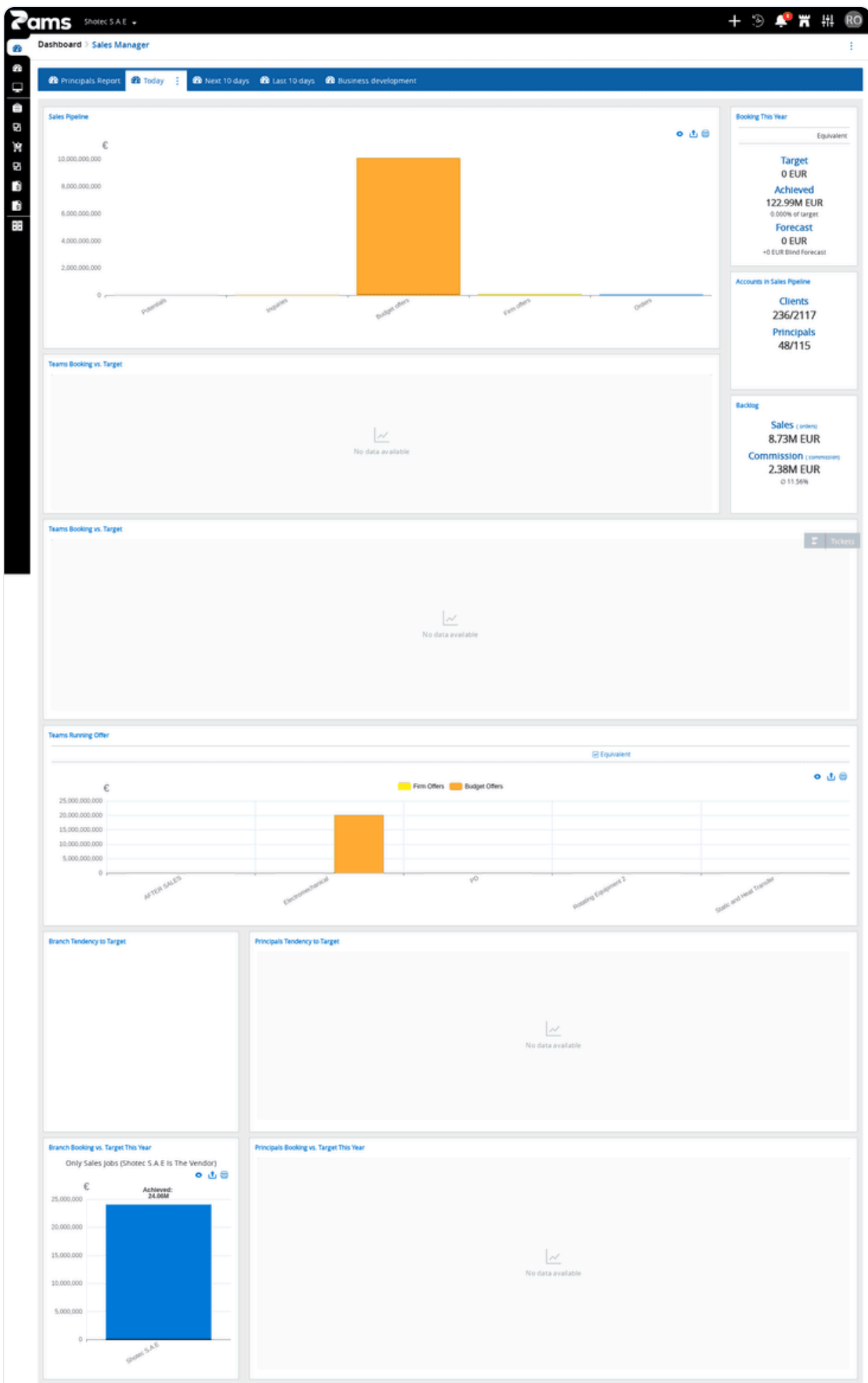
Your operation	PAMS fits when you...
Sales agency	Represent multiple principals and manage commission structures and product portfolios.
Direct sales or trading team	Handle cycles involving clients and suppliers, including bidding, booking, procurement, and warehousing.
Hybrid company	Represent principals while also selling your own products or projects.

Your operation	PAMS fits when you...
Sales management or executive team	Need visibility into team performance, revenue, booking forecasts, and target achievement.
B2B operation replacing disconnected tools	Have outgrown spreadsheets, struggle with generic CRMs, or coordinate work across disconnected systems.

Before you choose a starting point

Compare your operation with the audience descriptions above before choosing a work area.

The Home screen gives you a working dashboard, not an audience-selection list.



displayed feedback is `An error occurred while processing your request`.

Choose your starting point

Choose a starting page when you are deciding where to begin.

Prerequisites

- Know whether your operation represents multiple principals, sells its own products or projects, or combines both models.
- Know whether you are looking for day-to-day sales work or management visibility.
- Know whether PAMS is replacing spreadsheets, a generic CRM, or disconnected systems.

Steps

1. Read the audience table and identify every row that describes your operation.
2. Select one starting page from the matching row:

If you matched...	Start with...
Sales agency, direct sales or trading team, or hybrid company	Sales jobs lifecycle

If you matched...	Start with...
Sales management or executive team	Dashboard overview
An operation replacing spreadsheets, a generic CRM, or disconnected systems	What can you do with PAMS
More than one description, or no clear starting point	Getting help

Result: You have a starting page matched to the way your operation works.