

Sales route planning software and app: Smarter routing for modern sales teams



Parker, Colorado Aug 31, 2026 ([Issuewire.com](https://www.issuewire.com)) - RepMove, a field sales platform built specifically for outside sales teams, is helping organizations bring more structure to one of the least predictable parts of selling: the day on the road. By combining a sales route planning app and [sales route planning software](#) capabilities with customer records, notes, follow-ups, calendars, and other field sales tools, RepMove gives sales teams a more connected way to plan their days and manage customer relationships.

"I worked in outside sales for more than a decade," said RepMove Founder and CEO Dillon Baird. "I needed a tool to help run my day and could not find anything that suited my needs. I built the app for myself originally, and when people on my team noticed, they asked to use it too. That is when I realized this tool could have a big impact on the industry."

For outside sales reps, an efficient route isn't simply about getting from point A to point B faster. Every hour spent driving unnecessarily, searching for account information, entering notes, or switching between different tools is time that could have been spent with a customer or prospect.

RepMove addresses that problem by putting route planning and everyday sales activity in the same

platform. Reps can plan and optimize routes between customer stops, helping them organize their territories and make better use of the hours available in the field. When schedules shift, as they often do in outside sales, having customer information and route planning in one place can also make it easier to adjust the day without losing momentum.

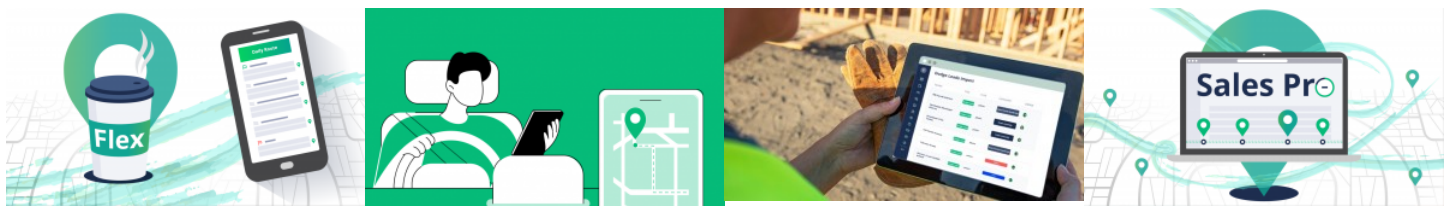
The platform goes beyond routing. RepMove allows reps to capture notes using voice-to-text, keep those notes connected to account records, scan business cards to create contacts, track follow-ups and action items, and use AI to help create follow-ups. Sales enablement documents can also be stored and shared, reducing the need to jump between separate apps throughout the day.

That combination is an important part of the RepMove approach. A [sales route planning app](#) can help a rep decide where to go, but field sales doesn't stop when the rep arrives. What happened during the meeting? What needs to happen next? When should the account be visited again? Those details can determine whether a promising conversation turns into an actual opportunity.

For sales managers, RepMove also creates greater visibility into field activity. On team plans, information is stored in a shared database, allowing management to see activity across the organization and gain additional context for coaching, territory decisions, and performance conversations. RepMove's sales route planning software is designed to reduce the disconnected experience that can happen when field teams rely on one tool for mapping, another for notes, another for customer information, and still another for follow-ups. Bringing those pieces together gives reps a more consistent workflow while giving managers a clearer understanding of what's happening beyond the office.

The result is straightforward: reps can spend less energy managing the mechanics of their day and more energy building relationships, visiting accounts, and finding the next opportunity. Outside sales will always have variables that software can't control. Traffic happens. Meetings run long. Customers change plans. New opportunities appear without warning. RepMove is built around that reality, giving modern sales teams a practical way to stay organized, adapt their routes, capture what matters, and keep moving.

RepMove, the leader of the outside sales management category, is a software platform helping organizations create more effective field sales teams and foster deeper customer relationships. Its mobile and web-based tools build professional outside sales reps into organized deal-makers with a bias for action. Its platform gives leaders real-time transparency into every field activity by connecting its mobile app with a centralized cloud hub. Headquartered in Omaha, Neb., RepMove serves thousands of field sales teams globally with exceptional service and products. For more information, please go to [repmove.app](#).



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