

Route Sales Software Helps Field Teams Turn More Time Into Selling Time



Parker, Colorado Sep 24, 2026 ([Issuewire.com](https://www.issuewire.com)) - For outside sales teams, a productive day depends on more than the number of hours spent in the field. Knowing which customers to prioritize, planning the right stops, keeping account information organized, and following through after every conversation all affect how much selling can actually get done. RepMove brings those parts of the job together in software designed specifically for field sales.

RepMove was created by Founder and CEO Dillon Baird after more than a decade working as an outside sales rep. The idea came from a problem he experienced firsthand: traditional sales tools did not match the way reps actually worked on the road.

"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," said Baird.

RepMove gives reps one place to prepare for customer visits, manage their territory, record conversations, and keep the next opportunity from slipping through the cracks. Its [route sales software](#) helps reps organize customer and prospect stops into efficient routes, making it easier to spend more of

the workday in front of accounts instead of figuring out where to go next.

With RepMove's [sales rep route planner app](#), customer information travels with the rep. Accounts can be viewed geographically, helping reps understand where customers and prospects are located and make more intentional decisions about their day. That can be especially useful when plans change or a rep has time to fit another visit into the schedule.

Once a visit is complete, the work can continue without waiting until the rep returns to a desk. Voice-to-text notes make it easier to capture details from conversations, while tasks and follow-ups help keep next steps organized. Reps can also manage contacts, scan business cards, and maintain account history from the field.

For sales leaders, having this activity connected creates better context for coaching. Managers can review territory coverage, customer activity, account history, and rep performance to have more informed conversations about where opportunities exist and where additional attention may be needed.

Choosing field sales software should ultimately come down to how well it fits the people expected to use it. RepMove was built from firsthand outside sales experience and designed around the work reps perform every day. By connecting route planning with customer management and follow-through, RepMove helps teams spend less time managing disconnected tools and more time creating opportunities in their territories.

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 our website.



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