

Bring Your Sales Team into the 21st Century

IDC predicts that from 2017 to 2021 AI-powered CRM activities will boost business revenue by \$1.1 trillion.

Businesses must embrace artificial intelligence to optimize processes and implement cost-saving strategies to remain relevant in a technology-driven world. Companies simply cannot afford to waste time and money on outdated, time-consuming or unnecessary operations.

Sales teams in particular must learn to combine their efforts with disruptive technologies to improve efficiency. The best use of sales reps' time is spent interacting with prospects, but they are often bogged down with repetitive tasks that take up hours of their week.

- 67% of sales reps miss their annual quota
- 75% of sales reps feel they could be more productive if they spent less time on data entry
- 85% of companies believe their CRM opportunities and leads information is inaccurate

A sales automation platform, powered by AI.

SalesHero targets multiple stakeholders in the sales organization to maximize organizational efficiency and effectiveness. We're helping push business boundaries and redefine processes by automating the taxing workload of information workers.

By combining the power of three AI engines - recommendation, dark data extraction and intent detection - our platform has the capability and flexibility to employ a vast range of use cases by connecting any data source, integrated system or business workflow that garners significant ROI across an organization.

What can you do with AI?

Automate common customer requests

By automating common customer requests behind the scenes, sales teams have ample opportunity to speed things along and still provide high-touch, detailed support.

SalesHero can identify the intent of incoming requests such as scheduling a meeting, returning a product or changing an address and can route or draft replies appropriately.

Eliminate repetitive, time intensive sales tasks

Sales reps spend almost 64% of their time on non-revenue generating sales activities.

SalesHero automates repetitive sales tasks such as CRM data entry, prospecting and scheduling - giving sales reps get their time back to focus on building customer relationships and crushing quota.

Augment sales rep decision making

Acquiring new customers is expensive. In fact, it costs enterprises \$1.18 to make \$1. Turbo charge your sales cycle and lower acquisition cost by understanding the best time for your reps to offer new and complementary products or services to existing customers.

By analyzing historically successful engagement in the CRM system, email and calendar, SalesHero can provide cross-and-upsell recommendations, best-next steps and reduce churn, helping sales reps drive deals faster with confidence.

About SalesHero

SalesHero's sales AI platform unites information, process and people by intelligently automating repetitive and time-consuming sales processes. Built by the founding team of Datameer, the leader in big data analytics, and a world-class team of sales and AI experts, SalesHero leverages powerful artificial intelligence to improve sales rep productivity and drive more successful, optimized business outcomes.

SalesHero is a portfolio company of premier AI and deep learning investment firms, Baidu USA, CometLabs, Cherry Ventures and signals VC and is based in San Francisco.