Sales AI Across Your Organization

An MIT survey found that 85% of executives believe that artificial intelligence (AI) will give their companies a competitive advantage, but only about 20% have already incorporated it.

AI is redefining business processes by automating the taxing workload of information workers.

Operational efficiency is a primary business objective across the board. With sales ranked as the most expensive and least productive, it's imperative that all sales roles and functionalities fire on all cylinders.

SalesHero's domain-specific RPA platform targets multiple stakeholders in the sales organization to maximize organizational productivity and effectiveness.

C-level Executives

The global enterprise value derived from AI will total $1.2 trillion by the end of 2018.[1]

AI is providing a disruptive edge to innovators across industries and twenty-first century pioneer companies already using AI are growing fast and seeing results.

83% of the most aggressive adopters of AI and cognitive technologies said their companies have already achieved either moderate or substantial benefits.[2]

SalesHero's platform takes a bottom-up adoption approach and integrates with sales reps' current workflow that guarantees an ROI within the first month. Unlike other platforms or solutions, SalesHero aims to augment the sales rep and elevate their skill set and expertise rather than replace.

Executive investment in an organization's sales team is essential since the sales team success enables company-wide growth. When sales reps are working at their optimal level of productivity and boosting company revenue, the company can expand to its fullest potential.

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[1] Gartner

[2] Deloitte

Sales Managers

Sales representatives spend only 37% of their time on tasks on revenue-generating tasks.[3]

This highlights the tangible and costly impact inefficient workforces have on revenue and overhead for businesses. Current business processes are wasting the valuable time, skills and talents of sales reps on mundane tasks.

With SalesHero's RPA platform automating a majority of repetitive sales tasks, such as responding to common customer requests, handling administrative work and determining best next steps in the sales cycle, reps can focus on revenue-generating activities.

Sales Operations

79% of opportunity-related updates never end up in the CRM.[4]

The result is a staggering amount of data that is not analyzed or processed for impactful business decisions such as forecasting and spending budgets.

Sales operations face a daily struggle of maintaining data quality. By providing automated CRM updates through natural language processing, data enrichment, fuzzy matching and duplication detection functionality, SalesHero consistently feeds clean data into the CRM to be used for improved business decisions.

Sales Representatives

Sales reps ranked administrative tasks as the least effective of all sales activities at 66.7%.[5]

Sales reps are hired for their excellent human interaction skills but then are forced into a process-oriented workflow. Too often their time is taken up by tasks that are required by management but that detract from productivity and quota achievement.

SalesHero personifies its powerful AI platform with an AI assistant to handle these tasks proactively, without interrupting the sales workflow by offering up a daily list of to-do items via email. By automating these repetitive and routine tasks, sales reps save up to an hour each day, allocating more time to focus on closing deals, cross, and up-selling.

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[3] InsideSales.com

[4] ESNA

[5] InsideSales.com

About SalesHero

SalesHero combines RPA with AI to form an intelligent process automation (IPA) platform specifically for the sales organization. Built by the founding team of Datameer, the leader in big data analytics, and a world-class team of sales and AI experts, SalesHero automates repetitive and time-consuming sales tasks 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, signals VC and Atomico, and is based in San Francisco.