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Digital

Next Gen Seller Experience by Deloitte

A sales transformation solution, built on Salesforce ecosystem and cutting-edge AI technologies.

This solution improves the B2B sales processes, throughout the entire sales journey - from prospecting and acquisition to customer success and growth. It is designed to significantly enhance sales team performance by boosting efficiency, accuracy, and customer engagement. The result is higher conversion rates and increased customer satisfaction, driving substantial growth and success for your organization

FEATURES

Digital Research Assistant

Experience the power of AI-driven research assistant that automates client research and surfaces key insights by exploring real-time data from the web, news, and both internal and external sources. Discover relationship networks to identify key players, their roles and contextual information enabling faster connections with key decision-makers.

Real-Time Call Support

Transform client interactions with live call support that leverages live conversational transcription and analysis, delivering immediate answers during a live call, significantly boosting operational efficiency and customer satisfaction.

Product Recommendations

Address the unique needs and challenges of prospects with AI-generated, weighted product recommendations, each supported by a clear rationale of their relevance and effectiveness.

Conversation Starters

Engage leads effectively and confidently from the outset with AI-generated personalized conversation starters and speaking points, backed by real-time insights.

Dynamic Lead Scoring

Leverage advanced analytics and market intelligence data to enrich the leads, evaluate their behavior and assign predictive lead scores to forecast conversion likelihood.

Smart Task Prioritization

Generate prioritized task lists for sellers, recommending the best times for action by considering time zones, availability, and the customer's preferred communication methods, ensuring efficient and effective engagement.

Automatic call summarization and action items

Eliminate the need for manual note-taking with automated interaction wrap-ups that provide actionable summaries from sales calls, important takeaways, customer sentiment, and next steps.

BENEFITS



Boost Seller Productivity

With automation and AI at every touchpoint, sellers can reduce the cognitive load of manual research and data entry and focus on high value activities and growing relationships and revenue, enhancing overall productivity and effectiveness.



Improved customer engagement

Customer insights, conversation starters and product recommendations foster deeper connections and more meaningful interactions.



High conversion rates

Dynamic lead scoring helps prioritize high potential leads ensuring sales efforts are focused on the most promising opportunities.



Streamlined Communication

Automated call summaries and action items eliminate the need for manual note-taking, ensuring that key takeaways and next steps are clearly identified.

CONTACTS

Abe Awasthi

Principal
Deloitte Consulting LLP
abawasthi@deloitte.com

Dio Diaz

Senior Manager
Deloitte Consulting LLP
ddiaz@deloitte.com



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