Sales AI Across Your Organization

85%

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.

$1.2 trillion

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

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

C-level Executives

IAI 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]

Automation Hero'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, Automation Hero 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.

Sales Managers

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 Automation Hero'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

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, Automation Hero consistently feeds clean data into the CRM to be used for improved business decisions.

Sales Representatives

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.

Automation Hero 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.

37%

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

79%

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

66.7%

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

[1] Gartner

[2] Deloitte

[3] InsideSales.com

[4] ESNA

[5] InsideSales.com