

Sales Overview

Revenue	Expected Revenue Nov 2020	Deals in Pipeline	Won Deals Nov 2020	Lost Deals Count	Conversion %
\$8.01M	\$3.22M	496	198	1,269	69.23%
7% (10%) from Last Month (+20.44%)		Oct 2020: 547	Oct 2020: 177		



Ai Overview On Sale Customer Service

Xiaolong Qi



Ai Overview On Sale Customer Service:

Introduction to Artificial Intelligence and Applications Mr.Desidi Narsimha Reddy,Mr.Harikrishna Pathipati,Lova Naga Babu Ramiseti,2024-09-05 Mr Desidi Narsimha Reddy Data Consultant Data Governance Data Analytics Enterprise Performance Management AI ML Soniks consulting LLC 101 E Park Blvd Suite 600 Plano TX 75074 United States Mr Harikrishna Pathipati EPM Manager Department of Information Technology ITG Technologies 10998 S Wilcrest Dr Houston TX 77099 USA Lova Naga Babu Ramiseti EPM Consultant Department of Information Technology MiniSoft Empowering Techonolgy 10333 Harwin Dr 375e Houston TX 77036 USA **Künstliche Intelligenz für Sales, Marketing und Service**

Peter Gentsch,2017-10-07 Dieses Buch zeigt wie verschiedene Industrien von einer smarten Datennutzung mit Hilfe von Big Data Analytics und K nstlicher Intelligenz profitieren k nnen Dank der K nstlichen Intelligenz KI konnten in den letzten Jahren vor allem die Produktions und Logistik Prozesse vieler Unternehmen optimiert und automatisiert werden Immer fter werden jedoch auch administrative dispositive und planerische Verfahren in Marketing Sales und Management entwickelt die den Weg hin zu einem ganzheitlichen Algorithmic Business ebnen Mit diesem Buch pr sentiert der Autor erstmals einen leicht verst ndlichen Praxisleitfaden der systematisch die Technologien und Methoden der KI mit klaren Business Szenarien und einem unternehmerischen Mehrwert verkn pft Erfahren Sie u a wie Artificial Intelligence AI Ihr Pricing oder Ihre Produktempfehlungen automatisiert Ihre Kundenkommunikation und Conversational Commerce bernimmt oder durch Customer Journey Analysen das Marketing Budget effizient verteilt Lernen Sie wie Sie ber Daten Kunden und Marktpotenziale identifizieren und Marktforschung intelligent optimieren k nnen um so die Kommunikation mit Bestandskunden zu verbessern und die Kundenzufriedenheit dauerhaft zu steigern Entscheider im Marketing Gesch ftsf hrer und Vorst nde finden in diesem Buch einen praktischen Leitfaden zur Einf hrung von K nstlicher Intelligenz in Management und Marketing einer Einf hrung mit wenig Aufwand geringen Kosten und zuverl ssiger Planung effektiv umgesetzt werden kann Machen Sie noch heute den ersten Schritt in Richtung Algorithmic Business Prof Dr Peter Gentsch ist Entrepreneur und Experte im Bereich Digital Management und Big Data sowie Inhaber des Lehrstuhls f r Internationale Betriebswirtschaftslehre an der HTW Aalen mit den Schwerpunkten CRM E Business und Digital Intelligence Er ist Autor zahlreicher nationalund international ausgezeichneten Ver ffentlichungen und Keynote Speaker zu den Themen Digital Business Transformation und Innovationsmanagement Mit Beitr gen von Klaus Eck d Tales GmbH Prof Dr Martin Grothe complexium GmbHProf Dr Nils Hafner Hochschule Luzern Andreas Klug ITyX Solutions AG Andreas Kulpa DATAlovers AG Dr Darko Obradovic Insiders Technologies GmbHJens Scholz prudsys AG Andreas Schwabe Blackwood Seven Germany GmbHDr Michael Thess Signal Cruncher GmbH Dr Thomas Wilde BIG Social Media GmbH The Harvard Business Review Sales Management Handbook Prabhakant Sinha,Arun Shastri,Sally E. Lorimer,2024-10-22 Sales leadership essentials for an era of rapidly advancing digital technology Managing an effective sales organization is key to revenue generation customer

satisfaction and business results But whether you're a sales manager or leading a large sales force it's increasingly challenging to balance success today with driving the digital sales transformation that will position your team for the future With actionable insights and examples from many industries worldwide the HBR Sales Management Handbook provides the resources you need to build value for your company your customers and your sales teams The book covers the fundamentals every sales manager needs to know and explores today's most challenging issues around digital bringing value to informed and self-sufficient customers while managing the business hiring developing and retaining the best talent managing sales in the remote multichannel world using AI and analytics to support critical decisions navigating change with continuous improvement and building the next generation of sales information hubs Your job as a sales leader is vast and dynamic This handbook is a collection of proven and forward-looking ideas to help you your salespeople and your customers win HBR Handbooks provide ambitious professionals with the frameworks advice and tools they need to excel in their careers With step-by-step guidance time-honed best practices and real-life stories each comprehensive volume helps you to stand out from the pack whatever your role

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Artificial Intelligence and Financial Transformation: Unlocking the Power of Fintech, Predictive Analytics, and Public Governance in the Next Era of Economic Intelligence Abhishek Dodda, 2025-06-06 The global financial ecosystem is undergoing a profound transformation one driven by the accelerating convergence of artificial intelligence fintech innovation and data-powered public governance Artificial Intelligence and Financial Transformation Unlocking the Power of Fintech Predictive Analytics and Public Governance in the Next Era of Economic Intelligence explores this dynamic intersection where technology not only enhances operational efficiency but redefines how economies are managed regulated and empowered In a world increasingly defined by digital transactions and decentralized finance AI and predictive analytics are becoming indispensable tools for institutions seeking to navigate volatility mitigate risk and anticipate market behavior Meanwhile governments and regulatory bodies are leveraging intelligent technologies to design responsive policies ensure transparency and foster trust across the financial value chain The rise of intelligent economic

systems is not just a possibility it is fast becoming a necessity This book is designed for finance professionals AI researchers policy strategists academics and students eager to understand how digital intelligence is reshaping economic landscapes It offers a multi dimensional perspective on the evolution of financial services featuring in depth analyses of AI enabled fintech applications risk modeling frameworks digital regulatory architectures and governance mechanisms built on data driven insights The chapters herein blend theory and practice spotlighting case studies from global financial hubs innovations in central bank digital currencies CBDCs fraud detection algorithms and real time regulatory tech RegTech The ethical legal and social implications of these shifts are also critically examined ensuring a balanced discourse on the promises and perils of algorithmic finance As we step into a future where economic resilience and innovation go hand in hand this book invites readers to reimagine finance not as a static system but as an intelligent adaptive force for societal advancement AI based Online Marketing Techniques Dr.R.Muzhumathi,Dr.K.Jawaharrani,Dr.A.Joy,Dr.J.Srilekha,2024-12-18 Dr R Muzhumathi Assistant Professor Department of Management Science Velammal Engineering College Chennai Tamil Nadu India Dr K Jawaharrani Professor Department of Management Science St Joseph s College of Engineering Chennai Tamil Nadu India Dr A Joy Associate Professor Head Department of Management Studies Ethiraj College for Women Chennai Tamil Nadu India Dr J Srilekha Associate Professor Department of Management Studies Ethiraj College for Women Chennai Tamil Nadu India

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Handbook of Research on AI and Machine Learning Applications in Customer Support and Analytics Hossain,

Md Shamim, Ho, Ree Chan, Trajkovski, Goran, 2023-05-02 In the modern data driven era artificial intelligence AI and machine learning ML technologies that allow a computer to mimic intelligent human behavior are essential for organizations to achieve business excellence and assist organizations in extracting useful information from raw data AI and ML have existed for decades but in the age of big data this sort of analysis is in higher demand than ever especially for customer support and analytics The Handbook of Research on AI and Machine Learning Applications in Customer Support and Analytics investigates the applications of AI and ML and how they can be implemented to enhance customer support and analytics at various levels of organizations This book is ideal for marketing professionals managers business owners researchers practitioners academicians instructors university libraries and students and covers topics such as artificial intelligence machine learning supervised learning deep learning customer sentiment analysis data mining neural networks and business analytics **Introduction to Artificial Intelligence and Machine Learning, with eBook Access Code** R. Kelly

Rainer, 2025-09-17 Helps students unlock the power of AI and Machine Learning to achieve business success and future proof their careers Artificial intelligence and machine learning are transforming the modern workplace making AI literacy a critical skill for business professionals Introduction to Artificial Intelligence and Machine Learning equips students with essential AI ML knowledge and practical skills enabling them to leverage cutting edge technology in today s data driven world With an engaging and accessible approach this textbook ensures that students regardless of technical background gain a working knowledge of AI ML systems Concise easy to digest chapters blend foundational concepts with real world applications to help students develop the expertise needed to implement AI ML solutions across industries For instructors the textbook offers flexible teaching methodologies whether focusing on conceptual discussions light technology applications or full AI ML projects With a clear business perspective and a strong emphasis on AI governance and deployment the textbook prepares students to navigate the future of AI in the workplace with confidence Helping students build a solid foundation in key concepts while exploring strategic implementation and ethical considerations Introduction to Artificial Intelligence and Machine Learning is ideal for undergraduate and graduate students in business engineering and healthcare programs taking courses such as Business Analytics Information Systems and AI Strategy WILEY ADVANTAGE Provides an introduction to artificial intelligence and machine learning designed to make complex concepts understandable Prepares students for AI driven careers by aligning learning objectives with employer demand for AI ML skills Explains AI ML model development deployment and maintenance with clear step by step guidance Integrates real world business applications and case studies to demonstrate AI ML s impact across industries Discusses governance in AI ML to facilitate responsible implementation and decision making Includes practical coding exercises and in class projects to build essential AI ML skills for the workforce Features a robust suite of instructor resources including an extensive Instructor s Manual Test Bank and PowerPoint slides AN INTERACTIVE MULTIMEDIA LEARNING EXPERIENCE This textbook includes access to an interactive multimedia e text

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Intelligent Integration: Leveraging AI for Seamless ERP and CRM Connectivity Naveen Kumar, In Intelligent Integration Leveraging AI for Seamless ERP and CRM Connectivity the author delves into the evolving role of Artificial Intelligence AI in optimizing the integration between Enterprise Resource Planning ERP and Customer Relationship Management CRM systems This book presents a comprehensive guide to understanding how AI driven technologies can enhance the connectivity and interoperability between these two essential business systems The book begins by explaining the traditional challenges faced by businesses when integrating ERP and CRM platforms It explores how data silos manual processes and disjointed systems hinder seamless information flow and decision making The author emphasizes the importance of bridging the gap between these systems to create a unified platform for better operational efficiency and customer experience The book also highlights the strategic importance of integrating AI in ERP and CRM systems to stay competitive in an increasingly data driven business environment By leveraging AI businesses can create agile adaptive systems that not only streamline internal operations but also foster stronger customer relationships In conclusion Intelligent Integration serves as a crucial resource for executives IT professionals and business leaders who seek to understand the transformative power of AI in modernizing ERP and CRM systems Through insightful analysis and actionable strategies the book provides a roadmap for achieving seamless integration driving business innovation and improving bottom line performance

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