

# Empower your CRM with SalesIQ

For Your Business





## Why use Zoho SalesIQ?

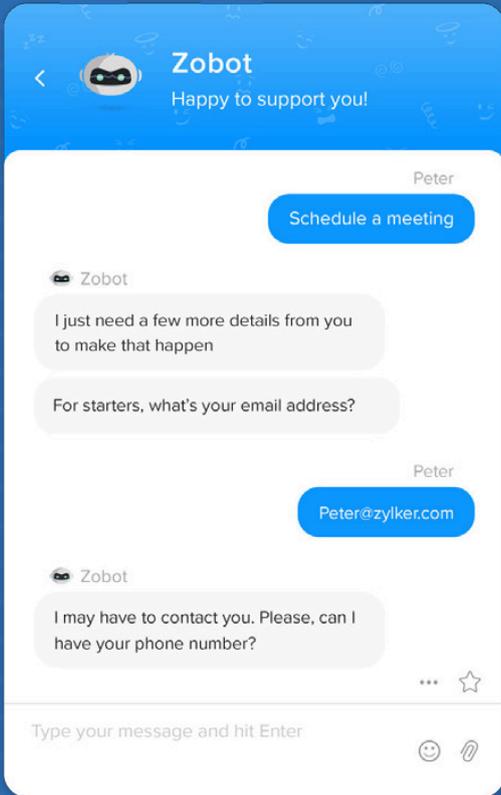
SalesIQ prospects, engages and retains your customers in an instant messaging space so you can keep growing your business.



### How do you benefit from powering your CRM with SalesIQ?

- Generate more leads from SalesIQ to your CRM
- Qualify and engage potential customers at the right moment
- Convert leads to customers seamlessly with sales enriched data
- Retarget your customers using CRM insights to increase your ROI





## Zobot, the lead generator

Zobots can endlessly capture and qualify leads, passing on the sales-ready leads to the right team and accelerating the sales process.

## Prioritize the best leads

Score leads based on their CRM value. The sales team can view the score within CRM to focus on potential leads for quick conversion.

If **action** is equal to **whitepaper download**  
and **Revenue in pipeline** is more than **2000**  
**ADD 150 points**

Lead	
Average Time Spent (Minutes)	05 hours 05 mins
Most Recent Visit	Feb 24, 2019 06:21 PM
First Page Visited	<a href="https://zylker.com">https://zylker.com</a>
Visitor Score	150

## Know when hot leads drop by

Get notified inside your CRM when leads land on your site. Proactively capture them based on their visit and deals information.

Page	Time Spent
Zylker Inc	
Zylker Inc	190 mins
Due to visitor inactivity, chat has ended	320 mins

The screenshot shows a 'Visitors Online' window with two visitor profiles. The first visitor is Peter Thompson, with a value of \$5000, currently on the Zylker Inc page. He has visited 4 pages in 01:29, with 6 days visited and a score of 30. The second visitor is Visitor 43703 from the United States, also on the Zylker Inc page, with 4 pages visited in 02:10, 2 days visited, and a score of 28. The interface includes a search bar, a list of portals, and various icons for chat and analytics.

## Intelligently target prospects

Boost engagement by targeting leads based on their CRM data with tailored messages and special actions.

Patricia

Hello Peter! Welcome to Zylker.

Having trouble with your purchase?  
I'm here to help.

Peter

Yes, confused with these options.

If **Number of open CRM Deals** is more than **2** and  
if **current page title** is **pricing**  
send **Chat invite** after **3 minutes**

**Zobot**

What is the name of the company you work for?

**Peter**

Darewell Inc.

**Zobot**

How many employees work in your company? (A close guess would be fine)

50 300

150

50 - 150

✓

## Your 24/7 Sales Executive

While your teams are busy or away, Zobot can do multiple tasks such as

- Engage every lead with targeted conversations
- Quicker sales process
- Automate follow up tasks to supercharge your CRM

## Channelize to experts

Route leads to the right team at the right time based on their CRM data and increase the probability of conversions.

**Peter**

Information on rewards

**Zobot**

Hold on! connecting to our rewards team to assist you.

Chat forwarded to Max

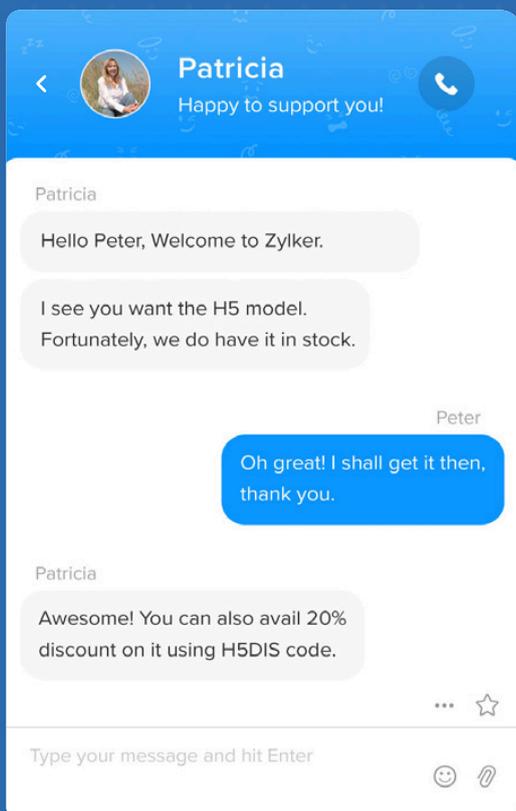
**Max**

Hello peter! Could you please share the particular information you're looking for?

## Know your leads better

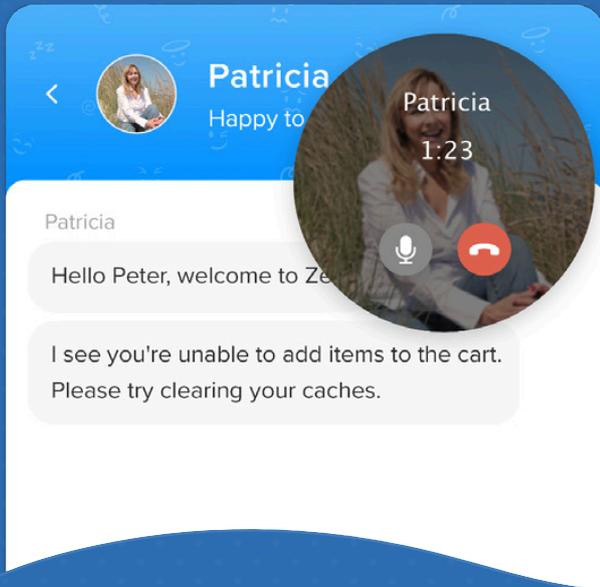
Enrich your sales team's communication with SalesIQ intelligence about the lead's activity and behavior on your site.

Visits				
Pages Visited	Chat History	Visit History		
Actions	Pages	Time Spent(mins)	Time	
Chat	Chat with Patricia	01 hours 21 mins	Feb 24, 2019 07:24 AM	
Accessed	https://zylker.com/home	15 mins 41 secs	Feb 24, 2019 09:24 AM	
Accessed	https://zylker.com/pricin...	02 hours 7 mins	Feb 24, 2019 03:28 PM	
Accessed	https://zylker.com/home	05 mins 22 secs	Feb 24, 2019 05:21 PM	
Navigation	https://zylker.com/supp...	01 hours 36 mins	Feb 24, 2019 06:21 PM	



## Real-time conversations

The swifter the response, the better the customer experience. Engage prospects proactively or reactively for instant messaging.



## Personalized engagement

When customers talk to a human, they buy tranquility and trust boosting customer satisfaction, allowing you to close deals faster.

## Self-help articles

Customers can answer questions themselves from published articles inside the messenger.

-  **General Conditions**  
50 Views  40
-  **Modifications to the Service and Prices**  
100 Views  88
-  **Account Terms**  
20 Views  10

### General Conditions

Provision of the Terms of Service and general conditions are to be adhered

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Your use of the Service, including any content, information, or functionality contained within it, is provided "as is" and "as available" with no representations or warranties of any kind, either expressed or implied, including but not limited to, the implied warranties of merchantability, fitness for a particular purpose, and non-infringement. You assume total responsibility and risk for your use of this Service.

You understand that the Service can be used for transmission of your Content, and that during processing, your Content may be transferred unencrypted over the internet.

 40  7 Do you find this article helpful?

[Chat now](#)



## Sell anywhere

Opportunities knock on doors at any time. Sell with our mobile app even on the move.



## Supercharge your mobile app

*"62% of the customers expect live chat when they visit your mobile app"*

Customers can reach out on the go through our Mobile SDK for support anytime, anywhere.





After embedding Zoho SalesIQ on our website and operational platform we are closing deals faster and the customer support never was so efficient. With [Zoho SalesIQ](#) we raise the bar of customer relationship.

Rodrigo Ferrer

CTO | Pró-Laudo



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