

# Empower your CRM with SalesIQ

for your business





## Why use Zoho SalesIQ?

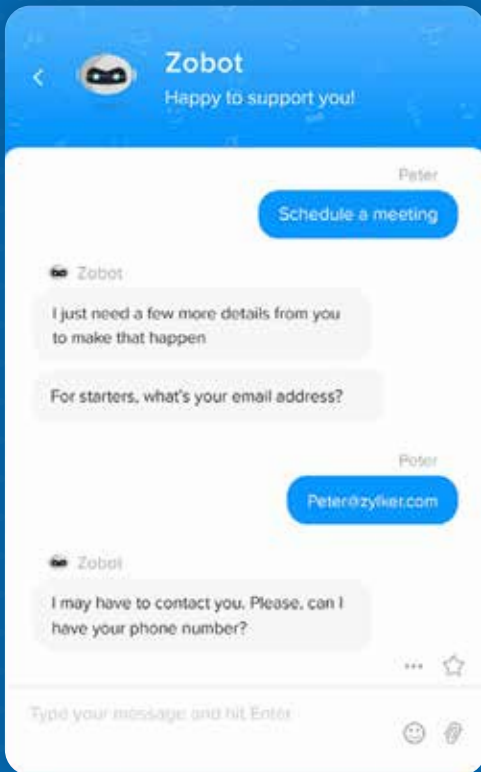
SalesIQ prospects, engages and retains your customers in an instant messaging space so you can keep growing your business.



### 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.

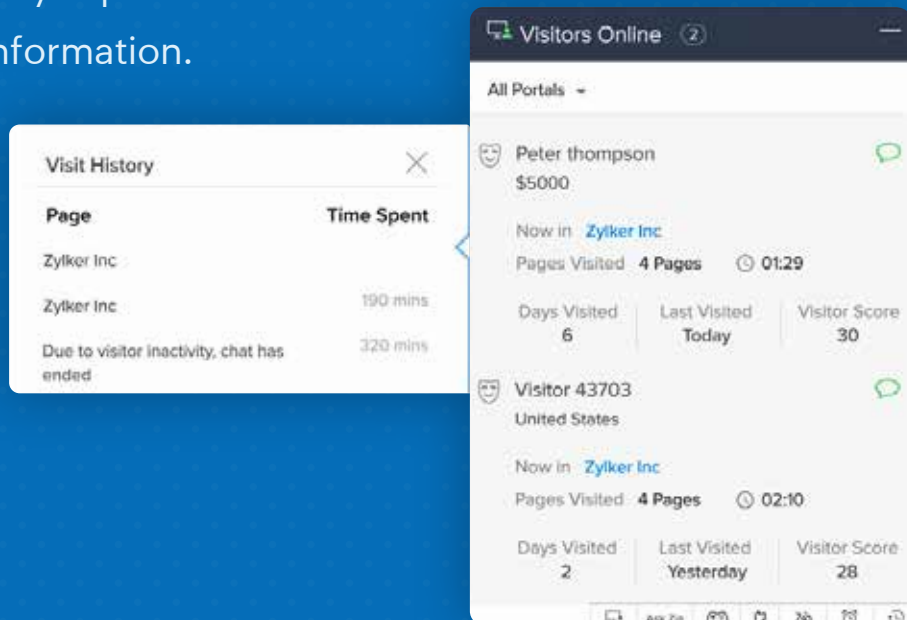
If **action** is equal to **whitepaper download**  
and **Revenue in pipeline** is more than **2000**  
**ADD 150 points**

Lead	
Average Time Spent (Minutes)	05 hours 05 mins
Most Recent Visit	Feb 24, 2019 06:21 PM
First Page Visited	https://zylker.com
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.



## 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.

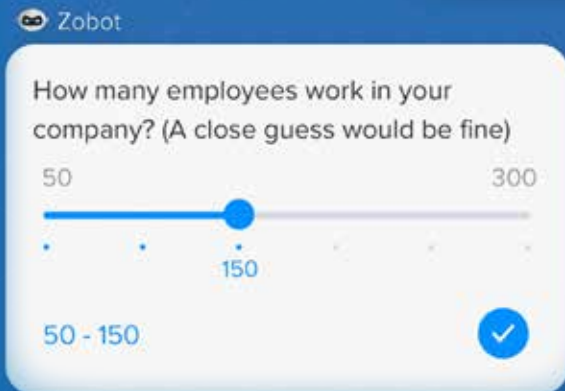
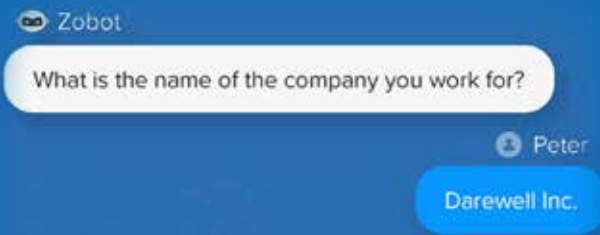
Having trouble with your purchase?  
I'm here to help.

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**





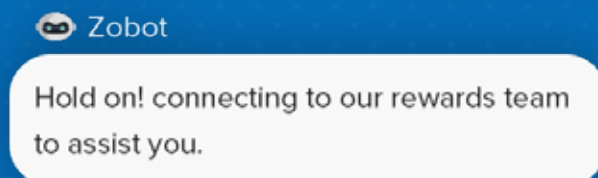
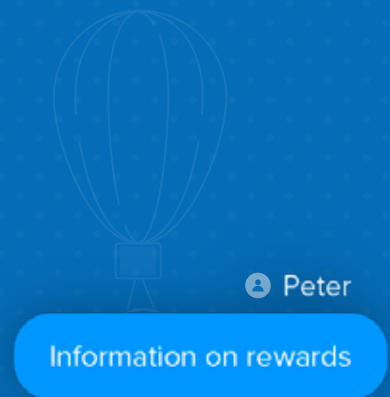
## Your 24/7 Sales Executive

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

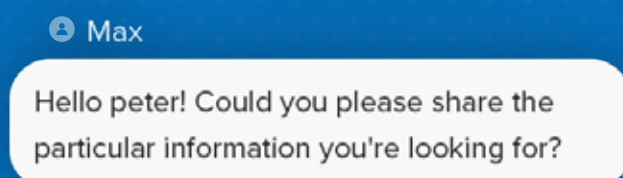
- Engage every lead with targeted conversations
- Quicker sales process
- Automate follow up tasks to supercharge your CRM

## Channelize to experts

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



Chat forwarded to Max

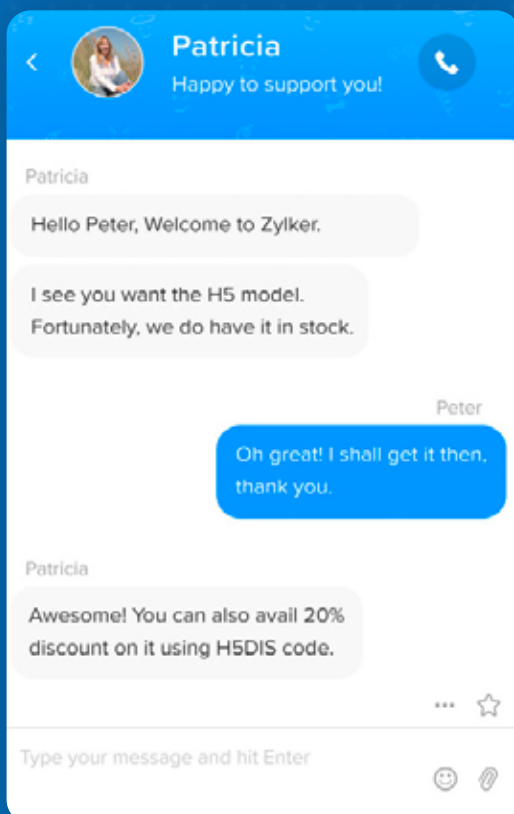


## Know your leads better

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

Visits

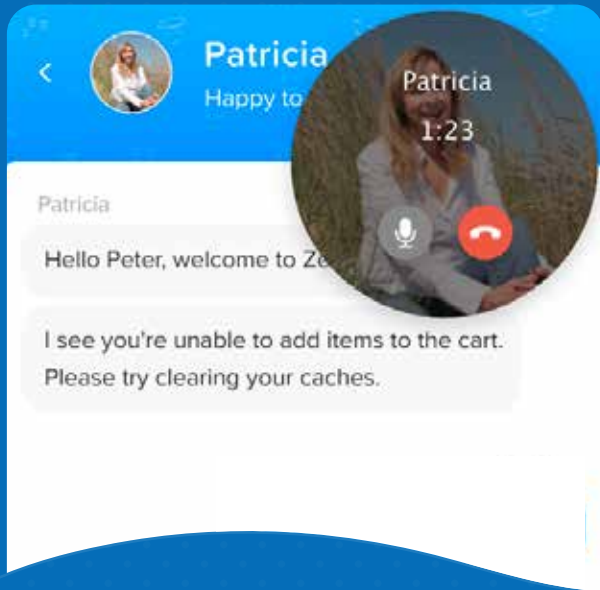
Pages Visited	Chat History	Visit History	
<i>Actions</i>	<i>Pages</i>	<i>Time Spent(mins)</i>	<i>Time</i>
Chat	Chat with Patricia	01 hours 21 mins	Feb 24, 2019 07:24 AM
Accessed	<a href="https://zylker.com/home">https://zylker.com/home</a>	15 mins 41 secs	Feb 24, 2019 09:24 AM
Accessed	<a href="https://zylker.com/pricin...">https://zylker.com/pricin...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



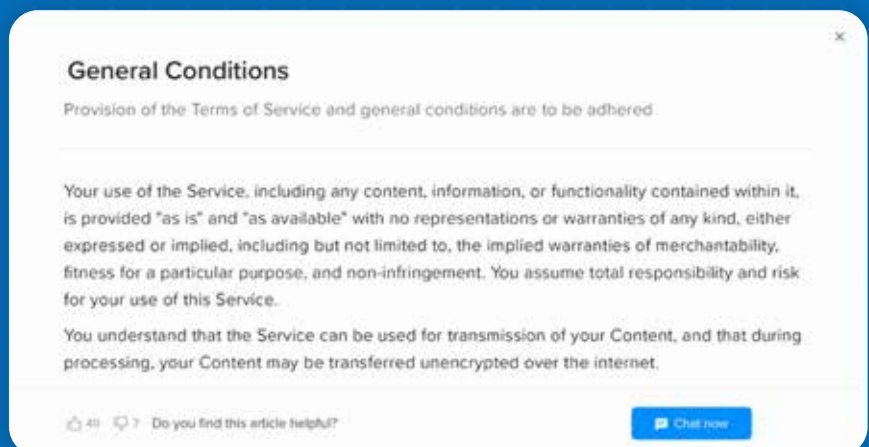
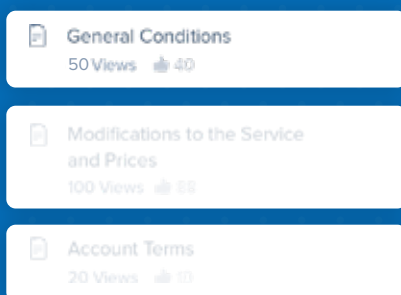


## Personalized engagement

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.





## 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.







*With [Zoho SalesIQ](#), we have raised the bar of customer relationship. The platform is friendly for both sides and connects well with Zoho CRM, giving us complete information of whom we're talking to.*

**Rodrigo Ferrer**  
CTO | Pró-Laudo

