

2022

THE AI SALES ASSISTANT SOFTWARE LEADERSHIP REPORT

for Telecommunications



with grids and reports from G2,
and insights and trends from Salesforce.

Leadership Report for Telecommunications

Veloxly Leadership Reports are generated to assist specific industries with adapting to the latest trends in sales technology. Discover your best options for AI Sales Assistant Software, *one of the fastest growing sales technologies in telecommunications*, and acquire the peace of mind you need to make the best decision.

01

G2, AI Sales Software, and Salesforce

Veloxly leverages their partnerships with leading organizations like G2 and Salesforce to deliver you emerging trends and insights.

02

G2 Leadership Grid

G2 produces quarterly leadership grids to help you realize the voice of real software users rather than the subjective opinion of one analyst.

03

G2 Satisfaction Report

G2 realizes that high customer satisfaction ratings are correlated to high momentum ratings, which is why they produce this report.

04

G2 Features Report

As the use of AI Sales Assistant Software builds momentum in the telecommunication industry, G2 is here to show you the way.

05

Salesforce Insight & Checklist

In their recent 'State of Sales Report', Salesforce shared 5 impactful sales trends, but how do the AI Sales Assistant Softwares stack up?

According to IDC^a, 63% of telecom companies started investing in AI systems in 2017. Mark Hurd, former CEO of Oracle, believed that 85% of customer engagement would be automated by 2020^b. Look no further for the insight to future-proof your company's adoption of AI.



G2

G2 is the largest resource for leaders to improve their business technology decision making. With over 1 million quality reviews, you can trust G2's software research.



AI Sales Assistant Software

The biggest pain point for sales reps overall, especially those using CRM's like Salesforce, is the burden of non-selling activities. Pain point be gone with AI Sales Assistants!



Salesforce

Over 150,000 companies have deployed Salesforce CRM. Salesforce Research routinely creates the 'State of Sales Report', and AI Sales Assistants can match all five of today's trends.

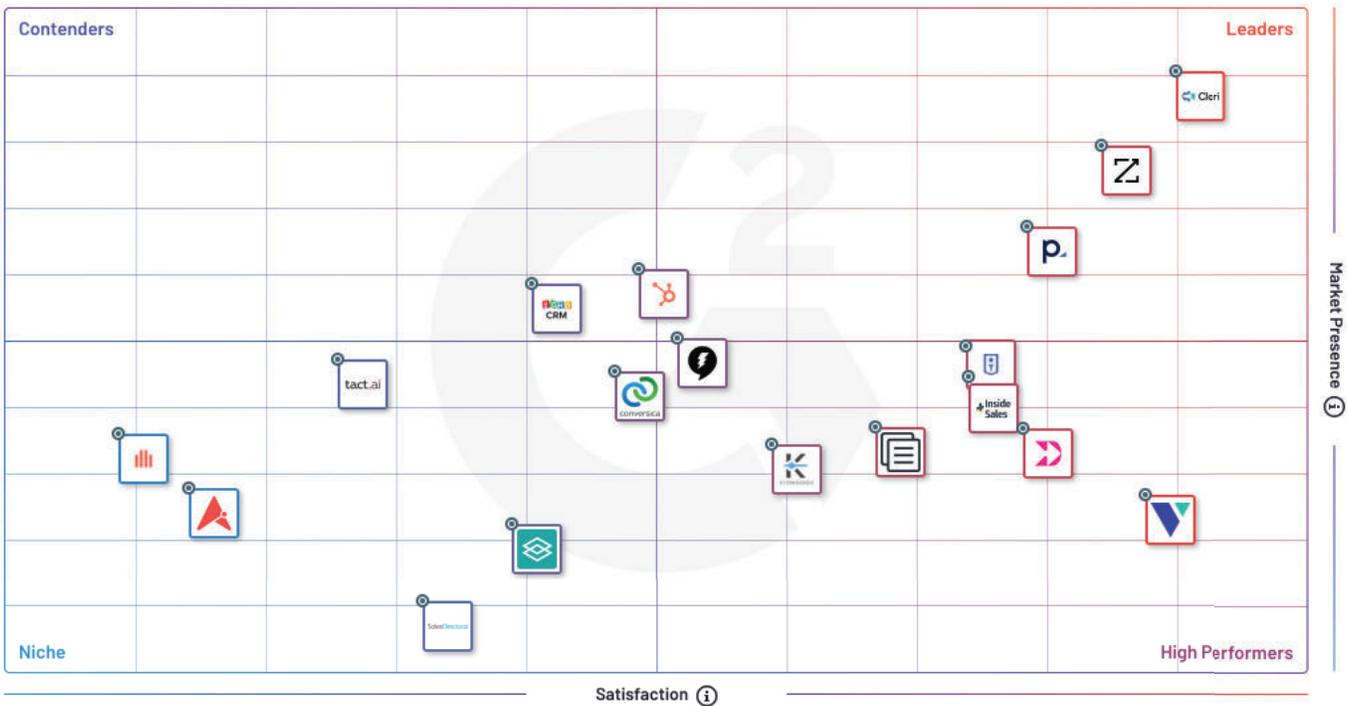
^aEconomic Times, "While Telecoms will soon be betting on AI...", read it [here](#).

^bMark Hurd's YouTube channel, listen to his thought leadership [here](#).

01 G2, AI Sales Software, and Salesforce

G2's AI Sales Assistant Software Leadership Grid

Software buyers at **telecommunication** companies use the Leadership Grid to quickly identify the trending AI Sales Assistant Software platforms with the highest market presence and customer satisfaction scores. G2 uses an algorithm that considers product reviews shared by G2 users and data aggregated from online sources. Keep it simple. Choose from the top four.



"Game Changer. I get full visibility to my teams funnel in the palm of my hands, allowing us to focus on winning the customer and not worrying about the pipeline. If you are leading a sales organization, you have to bring in Veloxy."
 Frank Ortiz, Vast Networks



02 Leadership Grid

G2's AI Sales Assistant Software Satisfaction Report

Telecommunication companies prioritize G2's Customer Satisfaction Reports to further improve their probability of a successful implementation of AI Sales Assistant Software. G2 uses another algorithm to calculate customer satisfaction scores, incorporating the below measures, as well as reviews, product-feature specific reviews, and support interaction.

What measures are the most important to you?

Software	Quality of Support	Ease of Use	Meets Requirements	Ease of Admin	Ease of Doing Business With	#1 Industry
Clari	95	94	95	93	92	Information Technology
Veloxy	97	95	96	97	100	Telecomm
ZoomInfo	94	95	94	n/a	n/a	Information Technology
People	94	93	91	84	90	Computer Software



"Veloxy is an amazing product! Veloxy has been an amazing tool for me as a sales professional for many reasons. The integration with Salesforce is seamless and allows me to be more organized. Also, the email tracking and analytics are very important to me. It allows me to gauge if a customer is truly interested in an email that I sent over if they keep opening it. It has been a tremendous tool for me on the sales side. It is recommended 100% by me to any business that is looking to accelerate sales in their organization."

Maurice Ginyard, Comcast



G2's Highest & Lowest Rated Features Report

G2 defines an AI Sales Assistant Software as a multitude of tools that help sales professionals by automating common and unique tasks and processes via embedded Artificial Intelligence. While we only concentrate on the top four leading softwares, G2 thoroughly vets over twenty, however not all softwares satisfy the same feature requests. Use the report below to discover the AI Sales Assistant Software that best suits your team's unique needs.

Software	Highest-Rated Features			Lowest-Rated Features		
Clari	Opportunity & Pipeline Management (96)	Sales Forecasting (95)	ROI Forecasting (95)	Meeting Scheduling (89)	Coaching (89)	Lead Follow-up (89)
ZoomInfo	Performance Tracking (93)	Pipeline Management (90)	Coaching (90)	Lead Qualification (86)	Meeting Scheduling (87)	ROI Forecasting (86)
Veloxly	Sales Forecasting (97)	Lead Qualification (97)	Opportunity & Pipeline Management (97)	Data Entry (95)	Lead Follow-up (96)	Performance Tracking (96)
People	Performance Tracking (95)	Coaching (94)	ROI Forecasting (94)	Integrations / APIs (91)	Data Entry (92)	Pipeline Management (94)

"Next level productivity. The email campaign tool is life changing. Lets me look at deep numbers to let me understand how to improve my success rate. Even more so now with the new work from home environment—Veloxly is a must have tool."

Trevor Everson, T-Mobile



The Top 5 Sales Trends from the “State of Sales”*

When making an investment in sales technology, sales leaders at telecommunication companies make faster, quicker, and better buying decisions when provided with the right information for future-proofing their sales team and improving their status to the CEO. We invite you to [read the State of Sales report from Salesforce Research](#), and to use this checklist when reviewing your AI Sales Assistant Software options.

AI Sales Assistant Software “Top 5 Sales Trends” Checklist	Yes or No	Veloxly
Sales Teams Fall Short of Rising Expectations: the AI Sales Assistant Software automates or eliminates non-selling activity.		✓
Data-Driven Sales Playbooks Emerge: the AI Sales Assistant Software automates data-driven analytics and proactive followup.		✓
The Impact of Artificial Intelligence Strengthens: the AI Sales Assistant Software’s AI capabilities integrate with Salesforce CRM.		✓
Virtual Selling Continues to Grow: the AI Sales Assistant Software empowers sales professionals with access anywhere, and on any device.		✓
Collaborative Selling is in Demand: the AI Sales Assistant Software gives sales professionals a centralized location for sales intelligence.		✓
Total Sales Trend Proof Score (count every Yes)		

- ▶ Would you like a personalized report on how you can integrate the ‘State of Sales’ findings from Salesforce Research with your sales technology strategy? Request one today by emailing jeff@veloxly.us

**Salesforce Research, State of Sales - 3rd Edition. Download the 58 page report [here](#) for free.*



AI Sales Assistant Software



SELL EASIER.

Veloxly will unlock 30+ new Salesforce CRM features, thereby helping your sales team improve sales efficiency and increase selling time.

[Sign up for a Free 30 day trial](#)