

Warum **KI** ✨  
im Vertrieb der Zukunft  
nicht mehr wegzudenken ist

# 27%

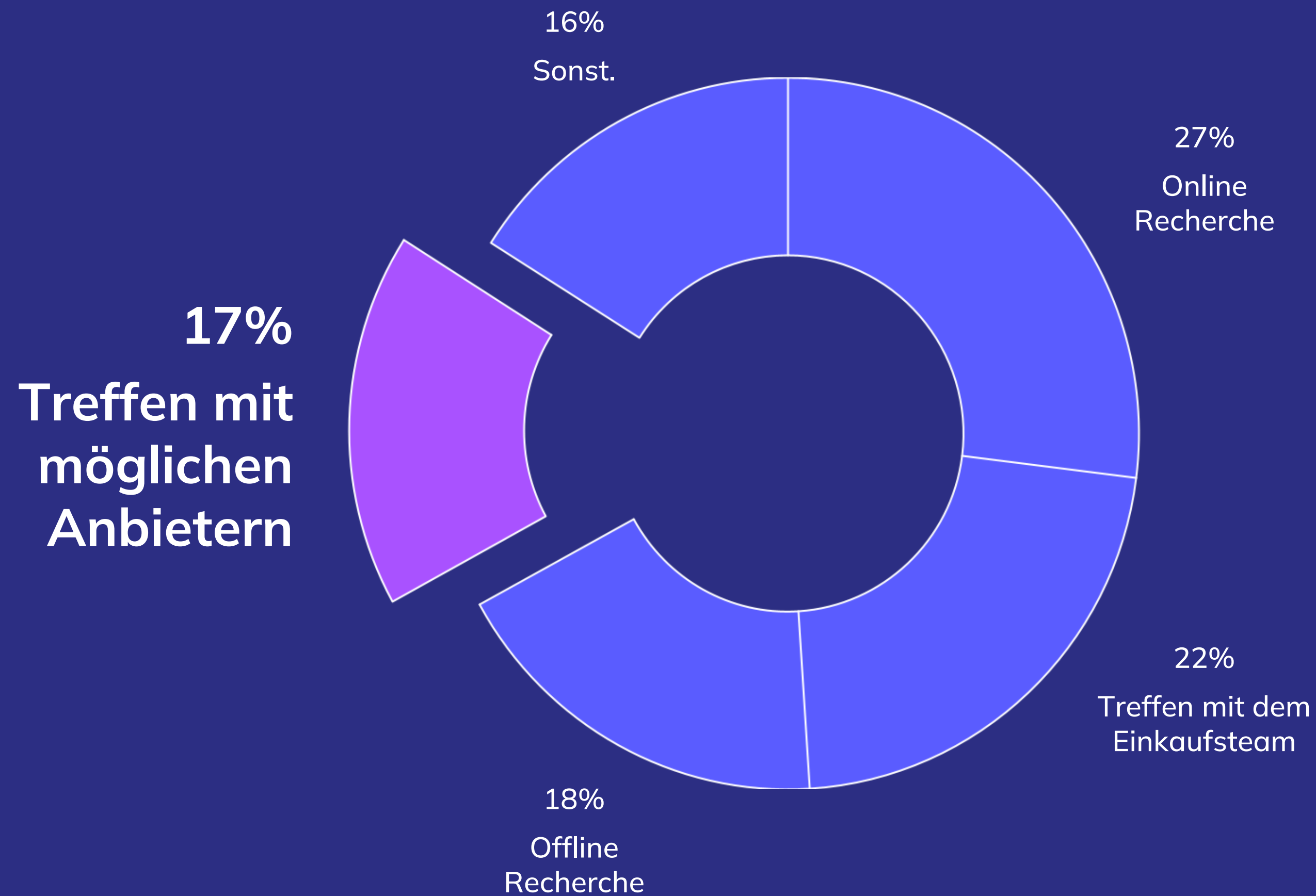
erwartete Steigerung der  
verfügbaren **Kapazität** von  
Vertriebs mitarbeitenden  
dank KI

# 3x

wahrscheinlicher,  
zweistelliges  
**Umsatzwachstum**  
zu erreichen



# Wie Käufer Ihre Zeit während eines Kaufprozesses einteilen



# Wie sich der Vertrieb die Vorteile von KI zunutze machen kann

Bessere  
Gespräche  
führen

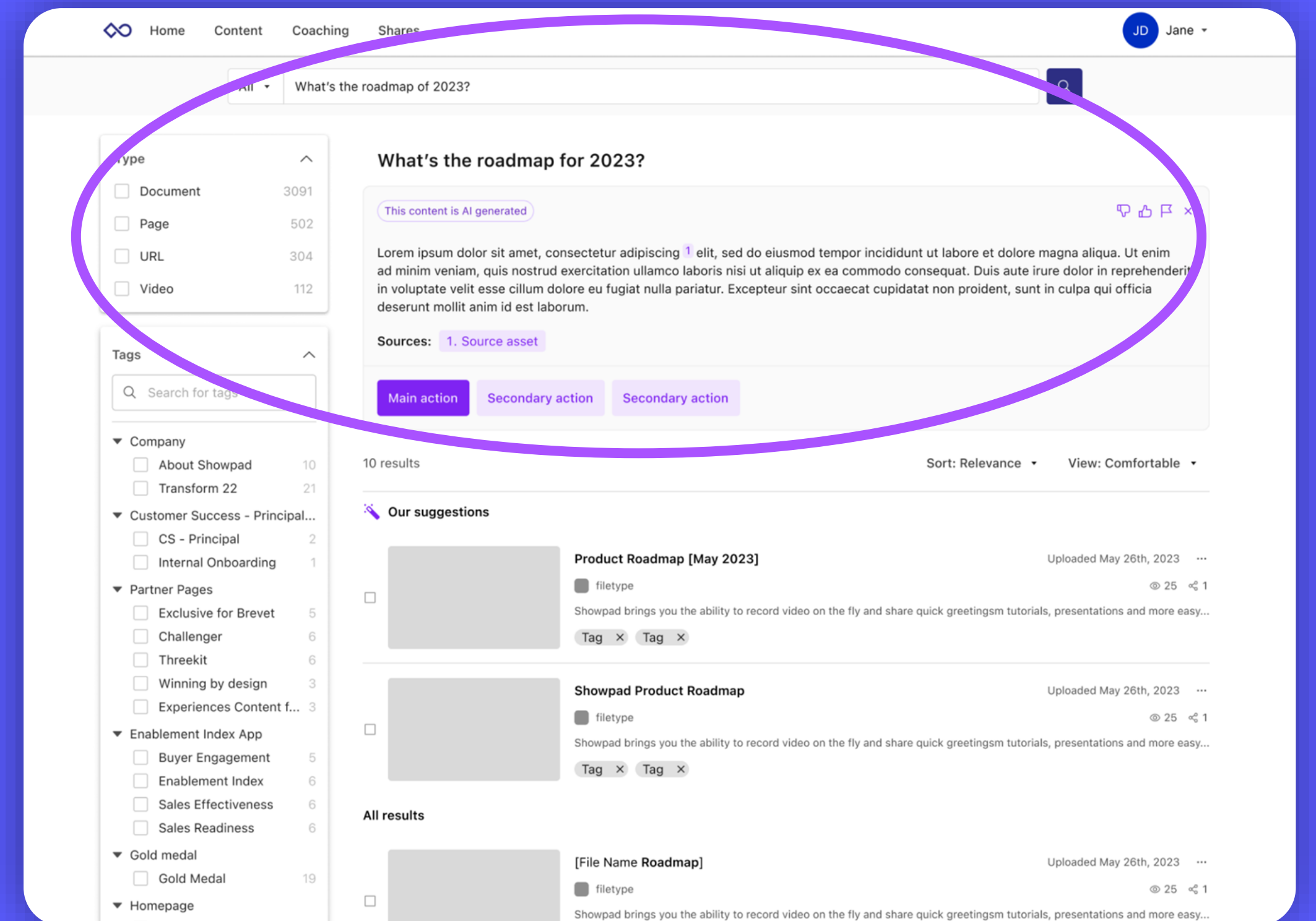
Zeitaufwändige  
Aufgaben  
erleichtern

Effektivere  
Entscheidungen  
treffen



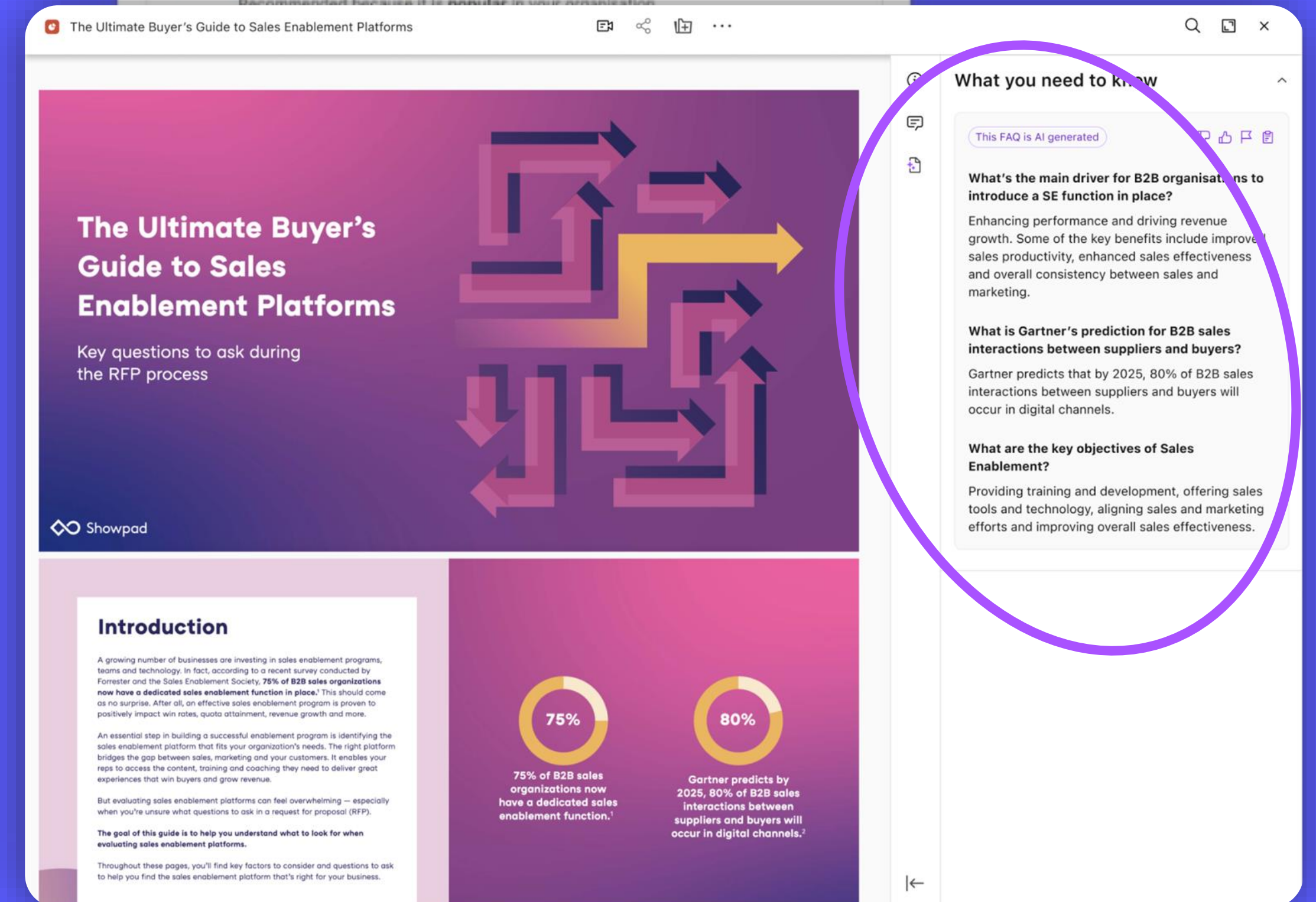
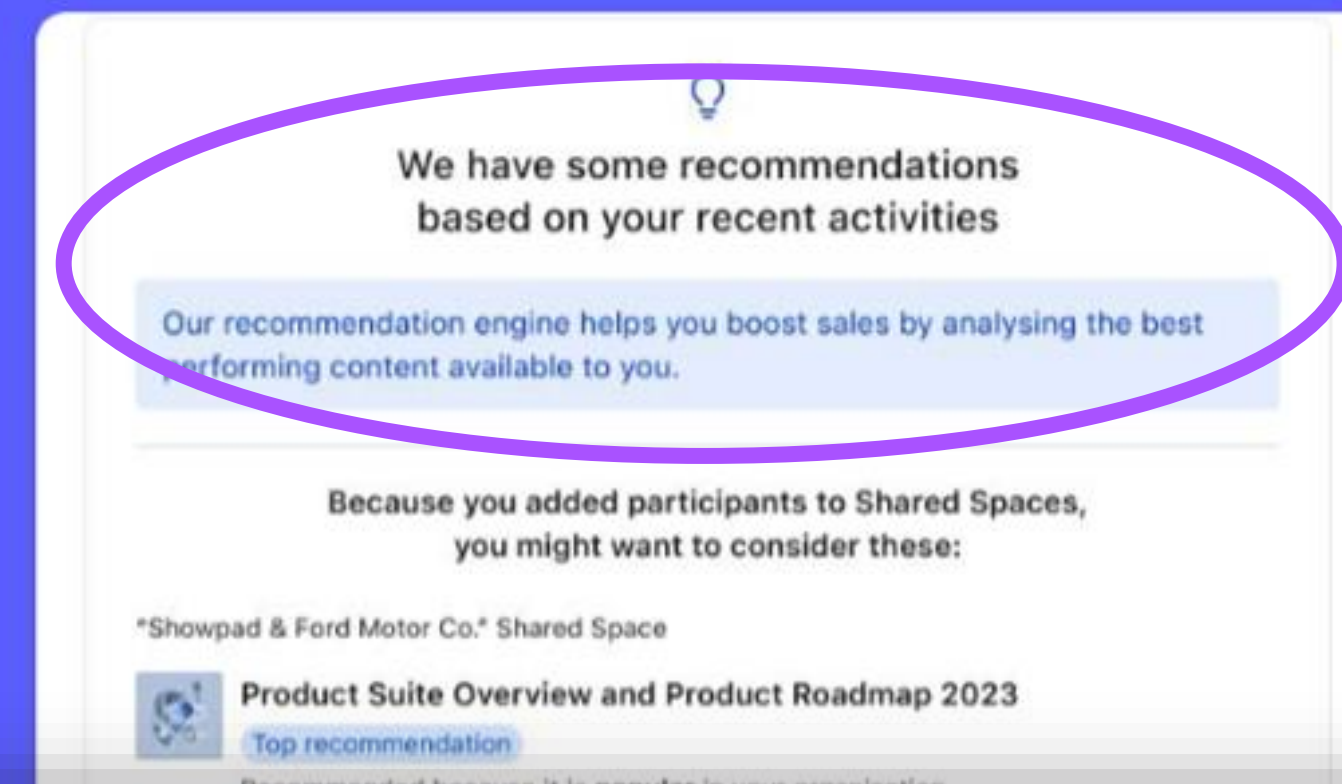
# Schneller zur richtigen Antwort

mit KI-gestützter Suche



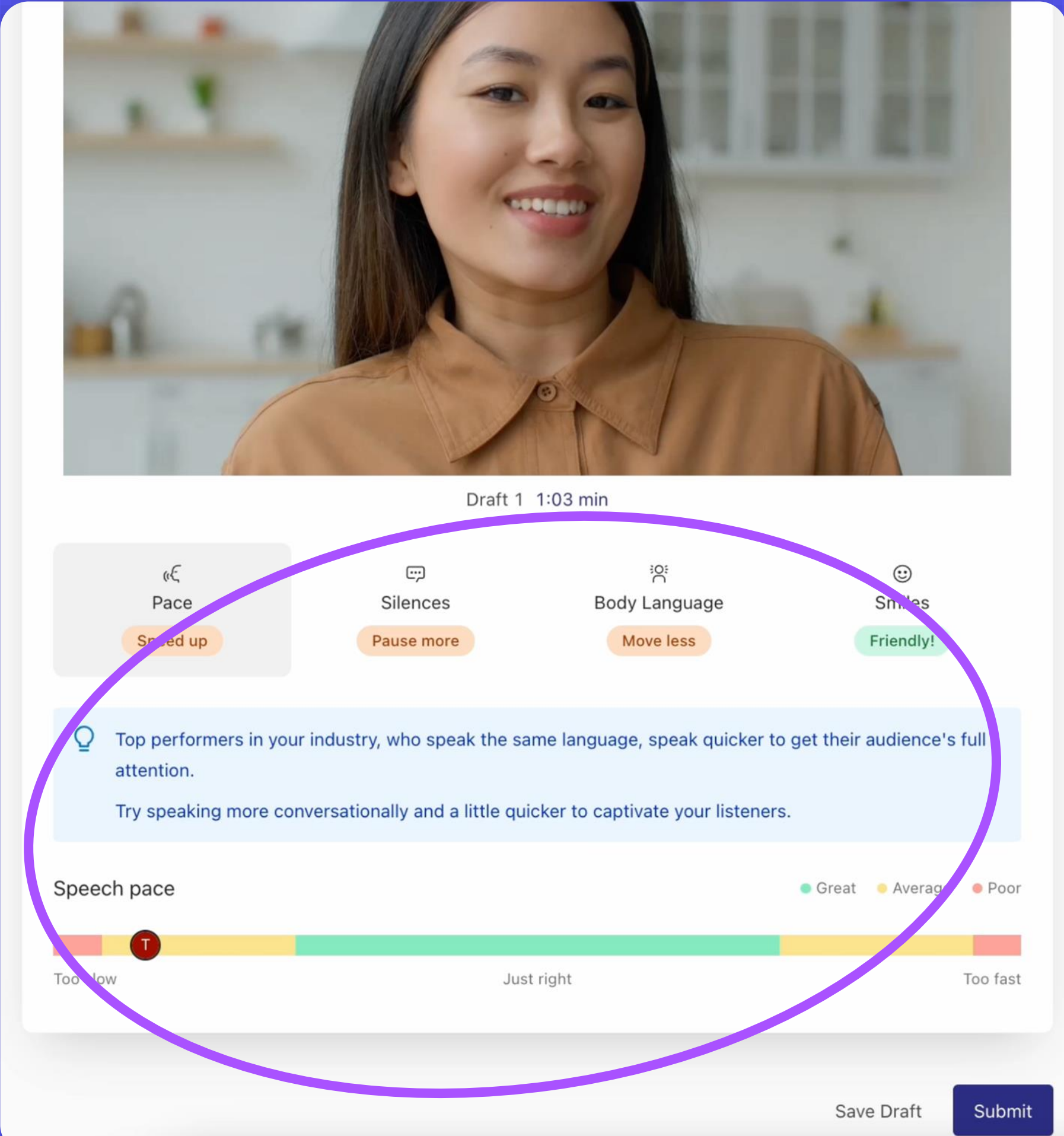
# Alles Wichtige auf einen Blick

mit KI-gestützten Zusammenfassungen & Empfehlungen



# Sofortiges, umsetzbares Feedback

mit KI-gestütztem  
Coaching



The screenshot displays a presentation coaching interface. At the top, a video shows a woman in a brown shirt smiling. Below the video, the text "Draft 1 1:03 min" is visible. The interface features four feedback categories: "Pace" (Speeded up), "Silences" (Pause more), "Body Language" (Move less), and "Smiles" (Friendly!). A central tip box states: "Top performers in your industry, who speak the same language, speak quicker to get their audience's full attention. Try speaking more conversationally and a little quicker to captivate your listeners." Below this is a "Speech pace" progress bar with a legend for Great (green), Average (yellow), and Poor (red). The bar shows a red segment on the left labeled "Too low", a yellow segment, a green segment labeled "Just right", another yellow segment, and a red segment on the right labeled "Too fast". At the bottom right, there are "Save Draft" and "Submit" buttons.



# Verbesserte, brandaktuelle Kommunikation

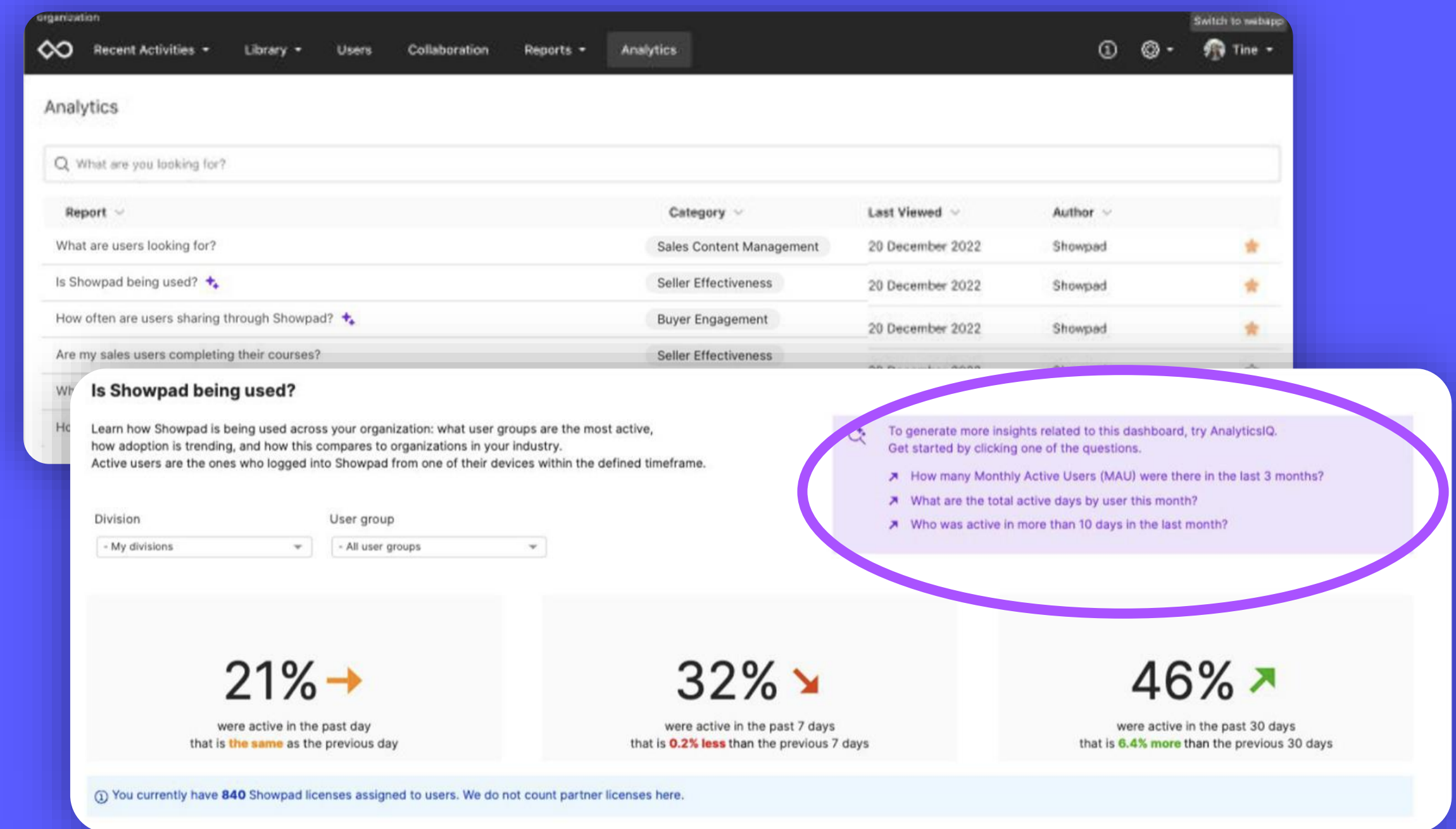
mit KI-gestützter  
Optimierung von Messaging

The screenshot displays an email composition window with the following elements:

- To:** Recipients
- Subject:** Subject
- Message:** A rich text editor with a toolbar (font, bold, italic, link, etc.) and a "Send" button. The message content reads: "Hi Greg, I trust this message finds you well. My name is John, and I'm a Sales Representative at Premium Pens. I'm reaching out to you because I believe our product can truly elevate your business, and I'm excited to share an exclusive offer with you. Please see our 2024 product brochure and product specs attached. I am available to answer any questions you might have, so please let me know when is a good time to have a chat. Kind regards, John Smith".
- Email Settings:** Includes checkboxes for "Allow Content Download", "Send me a copy", and "Content expires after..." (set to 1 week).
- AI-generated text overlay:** A purple-bordered box highlights a paragraph of text: "This helps establish deeper connections and enhances engagement compared to traditional email outreach. Sales reps can create, share and track engagement of video messages within the platform, boosting interactions from the first call up to the closed deal. It enables modern selling with more direct, personalized communication." A label "This text is AI generated" is circled in purple.
- AI editing menu:** A purple-bordered box highlights a menu with options: "EDIT TEXT WITH AI", "Fix spelling & grammar", "Make Shorter", "Make Longer", and "Change tone >".
- AI action buttons:** A purple-bordered box highlights buttons: "Discard", "Try again", "Copy", "Insert below", and "Replace".

# Data Storytelling für bessere Kundenerlebnisse

mit KI-gestützten  
Analytics



# Wie sich der Vertrieb die Vorteile von KI zunutze machen kann

Bessere  
Gespräche  
führen

Zeitaufwändige  
Aufgaben  
erleichtern

Effektivere  
Entscheidungen  
treffen







# Danke!

Kommt vorbei

**Stand A6**

