
Generate sales leads from email conversation using AI/ML

DISSERTATION

*Submitted in partial fulfillment of the requirements of
M. Tech. Software Engineering Degree program*

By

Roshan Kumar Gupta
ID No. 2018HS70003

Under the supervision of:

Rupali Arora
&
M Saurabh Sharma

Dissertation work carried out at
SAP Labs, Bangalore

BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE PILANI, PILANI CAMPUS
June 2022

SE SAP ZG629T DISSERTATION

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June 2022

Certificate

This is to certify that the thesis entitled, “*Generate sales leads from email conversation using AI/ML*” and submitted by Roshan Kumar Gupta ID No. 2018HS70003 in partial fulfillment of the requirements of M. Tech. Software Engineering Degree program embodies the work done by him under my supervision.

Supervisor

Rupali Arora

Scrum Master,

BITS-Pilani Pilani Campus

Date: 16-06-2022

Co-Supervisor

M Saurabh Sharma

Software Developer,

BITS-Pilani Hyderabad Campus

Date: 16-06-2022

Acknowledgements

I would like to acknowledge and extend my heartfelt gratitude to Prof. Anitha N, My SAP Labs project supervisor had volunteered to provide essential help and advice in the development of this suggested project. Mrs. Rupali Arora and Mr. Saurabh Sharma deserve special mention for their help and guidance with project feedback and examinations. Without their encouragement and assistance, I would not have been able to finish my job.

BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE, PILANI
SECOND SEMESTER 2021-22

SESAP ZG629T DISSERTATION

Dissertation Title: Generate sales leads from email conversation using AI/ML

Name of the Supervisor: Rupali Arora

Name of the Student: Roshan Kumar Gupta

BITS Id of the Student: 2018HS70003

Abstract

The goal of this project is to develop a highly intelligent machine learning model that can predict sentiment from sales emails. The goal is to provide a working UI dashboard with email template creation and a machine learning model. Users can input data into the UI, and the machine learning model will analyse the data and make predictions that will aid salespeople in making decisions. It automates the procedure and decreases the time it takes for manual processes.

Keywords: Machine Learning, Supervised Learning, Unsupervised Learning, Natural language processing.

Abbreviations

UI	User Interface
URI	Uniform Resource Identifier
API	Application Programming Interface
ML	Machine Learning
NLP	Natural Language Processing

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Chapter 1

Introduction & Background

The project is centered around the Natural language processing. NLP is a field of Artificial Intelligence that gives the machines the ability to read, understand and derive meaning from human languages. It can solve various problems related to natural languages like sentiment analysis, speech recognition and etc.

The process of detecting positive or negative sentiment in text is known as sentiment analysis. Businesses frequently utilise it to detect sentiment in social data, assess brand reputation, and gain a better understanding of their customers. Sentiment analysis is quickly becoming a crucial tool for monitoring and understanding sentiment in all forms of data, as humans communicate their thoughts and feelings more openly than ever before. Brands can learn what makes customers happy or frustrated by automatically evaluating customer feedback, such as comments in survey replies and social media dialogues. This allows them to customise products and services to match their customers' demands.

The sales process, often known as the sales cycle, is the process by which your organisation sells its product or service to clients. From the initial contact with a lead through the final sale, it entails a sequence of processes. There are seven stages in the sales process but this project mainly deals with identification of leads. Prospect for potential customers.

- Make contact with prospects.
- Qualify prospects.
- Nurture prospects.

- Present your offer.
- Overcome objections.
- Close the deal.

Chapter 2

Problem Statement

A sales lead is a person or business who may eventually become a client. Sales lead also refers to the data that identifies an entity as a potential buyer of a product or service. Businesses gain access to sales leads through advertising, trade shows, direct mailings, third parties, and other marketing efforts. A sales lead is not really a sales "prospect" per se because a business would need to examine and qualify the potential new client further to determine their intent and interest.

There are various types of sales leads, such as hot leads, cold leads, warm leads, information qualified leads, and so on. Salespeople spent more time reading marketing and campaign emails in order to discover leads who could become potential customers. The primary goal of this project is to eliminate the amount of time salespeople spend identifying sales leads.

Chapter 3

Objective of the Project

The main objective and outcome this project is to train sales data with both supervised and unsupervised algorithm, it will also extract named entity information from mail contents which can give vital information to end users and develop a rest API using python and flask for the inference. There will be an machine learning solution that will assist salespeople in identifying leads more quickly and saving time.

There will be UI dashboard made of UI5 framework where users can see the results and visualizations in graph.

The UI will also allow generating the template for sending emails to customer, Analysis on the possibility of integration with outlook. it solves the problem by reducing the the time and effort of sales people and allow sales team to sell products more effectively.

Chapter 4

Uniqueness of the Project

SAP already has a product for handling sales leads and sales processes, and it includes a number of distinct processes. However, it is primarily manual. This type of activity is also done manually by sales teams. This initiative eliminates human labour while simultaneously making the process more intelligent through the use of machine learning. It is a narrow sector that only involves email communication. The dataset has been trained using both supervised and unsupervised algorithms, making the ML model more clever when it comes to identifying the sentiment from email conversations.

Chapter 5

Benefit to the Organization

SAP has a solution for this called lead management, which controls the entire sales process, but it is a manual procedure. In SAP, there is a sales staff that keeps track of leads in excel and manually identifies sales leads. These are the benefits it provides to salespeople in SAP.

- Reduce the time and effort for salesperson.
- ML model to assist sales team.
- Generate named entity recognition from emails
- UI dashboard to display the model results and leads information.
- Generate a template for user which can be used for sending a mail.

Chapter 6

Scope of Work

The scope of this project is to develop a machine learning model using supervised(SVN, random forest, naive bayes) and unsupervised(text blob) learning classification algorithm and train it on a sales dataset that can be used to predict various types of sales leads. The ML model will also construct named entity recognition, which can be useful for decision making. Customers will be able to study the results and graph visualisations using a UI dashboard developed on the UI5 framework. The user interface will also let you create a template for delivering emails to your consumers.

Chapter 7

Work Accomplished

Initially, data was acquired from many sources, such as kaggle, and RD was conducted on several machine learning algorithms, such as random forest, SVM, and naive Bayes. Following the collection of sales data, a preprocessing technique was used to clean and format the data. This included eliminating punctuation, stop-words, and special characters, as well as stemming, lemmatization, and tokenization. After preprocessing the data, it was trained on various ML classification algorithms (random forest, SVM, and naive Bayes), performance analysis was performed on all algorithms and grid search was used to optimise hyper-parameters (to find the best parameters for algorithm). It was serialized into pickle format using the trained model. Flask API, which can be used to categorise leads via HTTP calls, was designed so that it could be used for sentiment categorization of sales leads.

7.1 Result

An API was designed which can classify leads and extract named entity recognition, which can provide vital information from mail content. A UI dashboard was developed for analytic, a complete product solution for sales team was developed, there are different process involved in app.

1. There can be thousands email received by user in outlook, some of the mail can be from customers and some can be from colleagues the emails which are from customer who can be sales leads to sales people. for example assume there are two email in my outlook, ops@info.com and jack@gmail.com, out of two email one email(which is jack@gmail.com) belongs to close friend of

user, the analysis is not required in this mail. so user can configure list of email in input box which is required for classification and analysis.

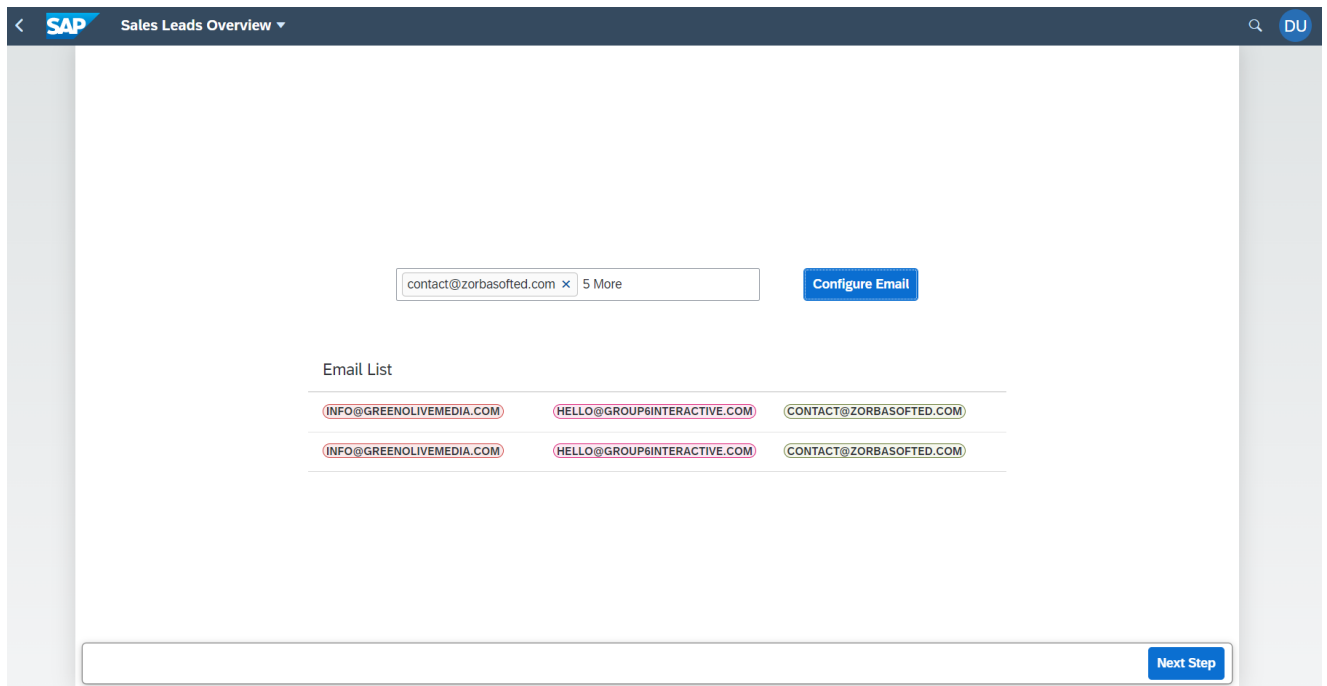


FIGURE 7.1: Email configuration page

2. Outlook can be integrated with an app, allowing the app to read emails from Outlook and use them to identify leads. Windows API is supported in all programming languages and can be used to integrate Outlook with third-party apps. However, due to security concerns, organisations are hesitant to do so. For demonstration purposes, outlook has not been linked with the UI app. Instead, there is a screen with a file uploader where the user can upload an excel spreadsheet containing email exchanges. The code will read the contents of the excel spreadsheet, make the ML API call, and return the result.

3. The API result has been used for visualisation, which may be used by users to make business decisions. There are two charts, one representing top hot leads by country and the other representing top 10 hot leads with a strong positive sentiment. It also has an email button that generates a pre-defined email template and allows the user to send a message directly from the app.

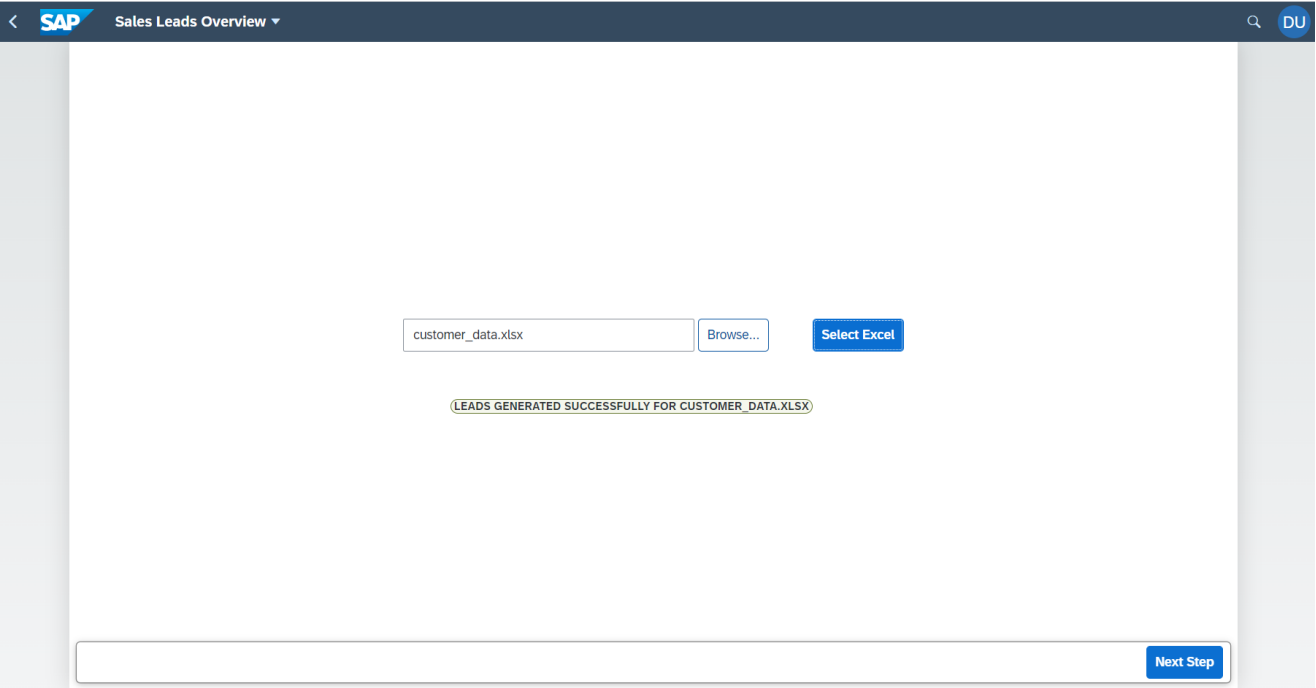


FIGURE 7.2: Excel Uploader page

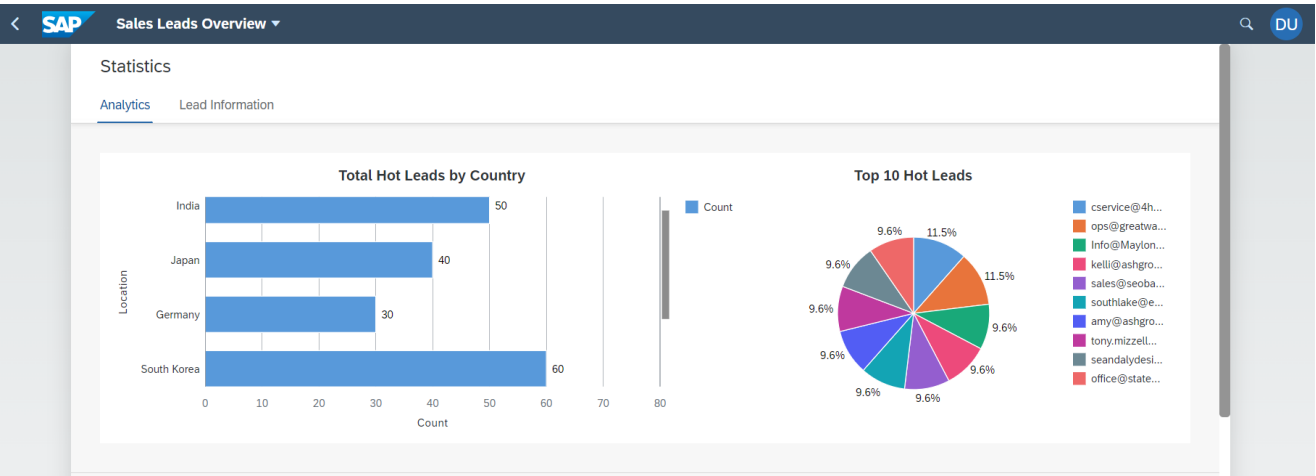


FIGURE 7.3: Tab for analytic

The screenshot shows the SAP Sales Leads Overview interface. The 'Lead Information' tab is active, displaying a table of lead data. The table is organized into sections: Cold Lead - 1, Hot Lead - 3, and Warm Lead - 2. Each section contains a list of leads with their respective email addresses, titles, content, named entities, scores, and an 'Email' button.

Email	Title	Content	Named Entity	Score	
Cold Lead - 1					
contact@zorbasofted.com	WW Web Design St...	I hate your product.	Entity	-80%	Email
Hot Lead - 3					
cservice@4hatteras.com	Web Design, Graph...	I have all sales firstclass versions from 2006 until today. On ...	Entity	10%	Email
ops@greatway-trans.com	The HTML5 Herald	I loved our product webinar, intrested in knowing more.	Entity	60%	Email
hello@group6interact ive.com	Impact Social Medi...	I am from Mercedes benz, I love your product	Entity	50%	Email
Warm Lead - 2					
info@greatwebmaker s.com	Local Internet Mark...	Hi, I am Roshan, CEO of facebook from india, i want to buy ...	Entity	0%	Email
info@greenolivedi a.com	Social Media Marke...	Hi, I am Nick jack, CEO of microsoft from california, i want t...	Entity	0%	Email

FIGURE 7.4: Tab for lead information

7.2 Future Work

Due to security concerns, this project does not use Outlook to read emails. however, this app can be integrated with Outlook to read emails at predefined intervals.the UI can be further enhanced with some extra capabilities; and when the user clicks on send email, it generates a predefined email template for the user; however, in the future, UI configuration can be provided to the user for configuring email templates.

7.3 Conclusion

The tech stack of this project includes python, anaconda package and UI5, An R and D and brainstorming was carried out on ML algorithms and analytical UI.

This app can be used by sales to classify leads more quickly, give them vital information from mail decision making can be faster and reduce the manual work done by them using excel.

This project had been successfully completed and satisfies all the requirements specified.this app provides correct lead classification and information to organization and help in decision making without wastage of time.

Chapter 8

Solution Architecture

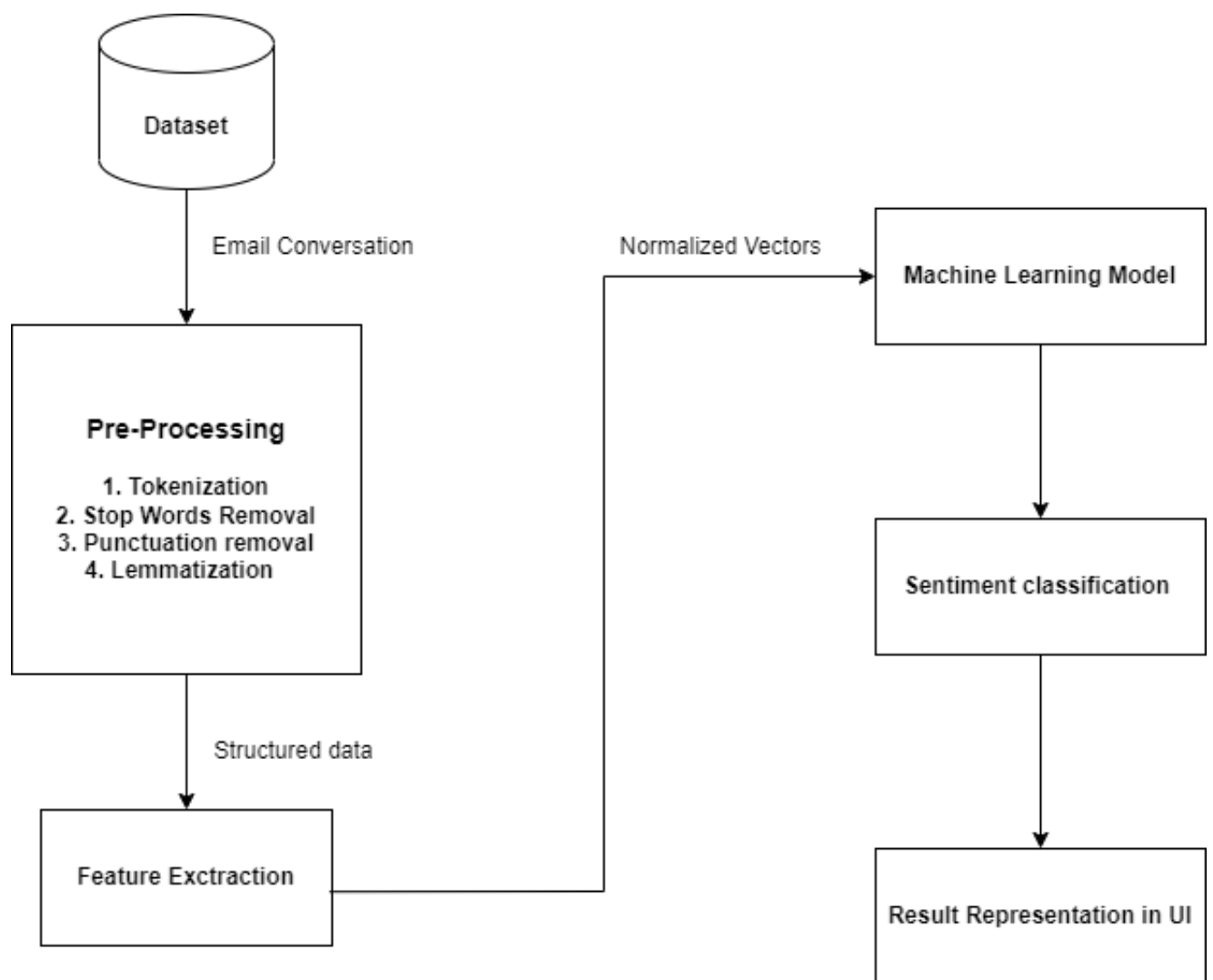


FIGURE 8.1: Architecture of machine learning model

The proposed approach can be broken down into many phases.

Dataset

The first step is to get data from various sources or to create it yourself. For this project, the majority of the dataset was obtained through Kaggle, and the data needed to be labelled in order to train with supervised algorithms.

Pre-Processing

The data is usually in text format, so it will be pre-processed and cleaned in this step, such as removing punctuation, stopwords, and special characters, stemming, lemmatization, and tokenization, and the output will be clean text. To pre-process the text, NLTK and Spacy python libraries were used.

Feature Extraction

The important features of the document will be extracted in this stage, and the token will be turned into a numerical value. Because only numeric values are recognised by the machine. Count vectorization and TF-IDF are two methods that have been utilised to turn tokens into vectors.

Machine Learning Model

After the data has been cleaned and normalised into vectors, the next step is to train the data using machine learning algorithms. ML algorithms that have been utilised include Naive Bayes, Random Forest, and SVM, among others. Lexicon-based techniques have also been employed for sentiment analysis.

Sentiment Classification

In this step, a trained ML model was serialised into pickel format using SKlearn, and a rest API was built on top of the serialised model for prediction and UI integration.

UI Representation

The model predictions were utilised to construct a user interface dashboard that allows users to view analytics and visualisations.

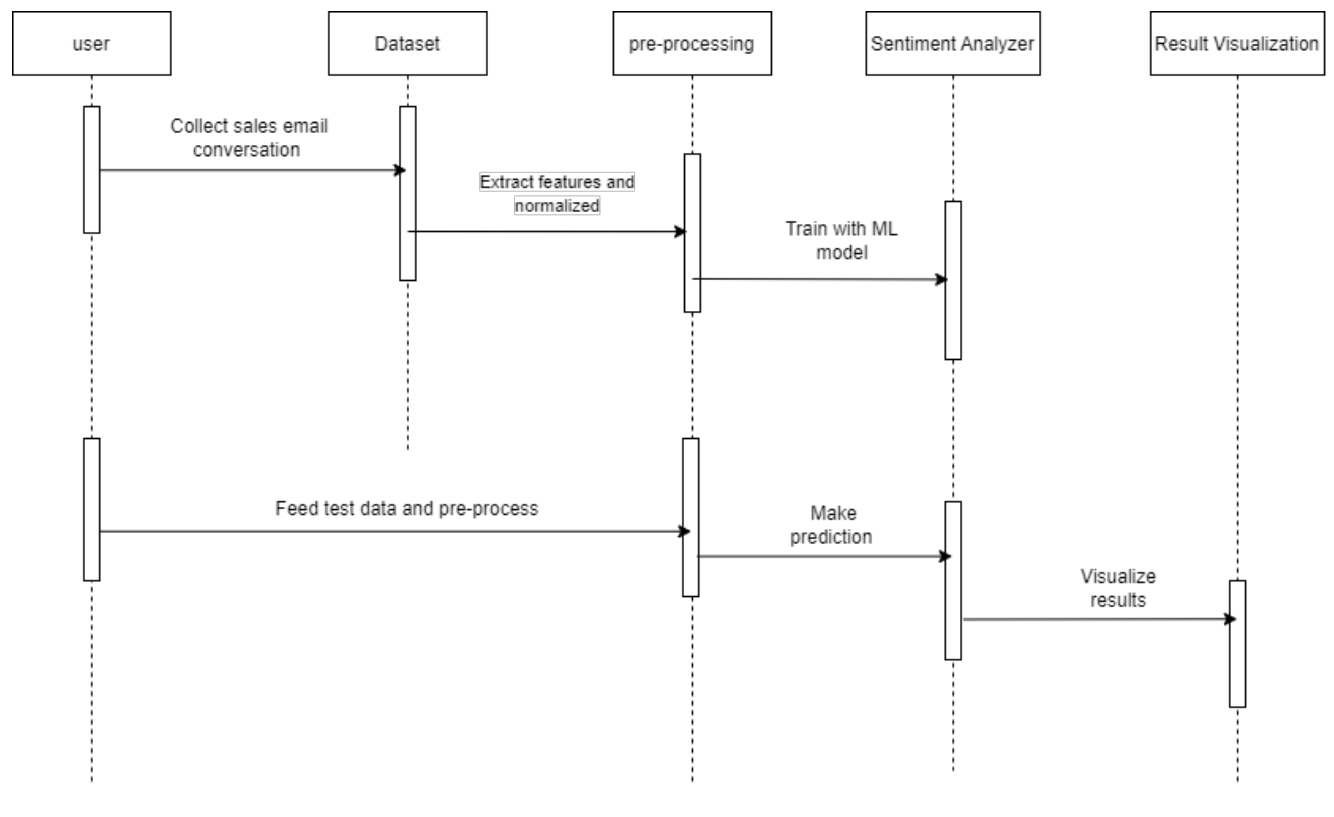


FIGURE 8.2: Sequence diagram of ML solution

Chapter 9

Project Plan and Deliverable

Sl. Number	Tasks	Start date - End date (in Calendar Weeks)	Planned duration (weeks)	Specific deliverables	Status
1.	System and database set up for creating machine learning model and API	21 Feb to 27 Feb	1	Complete system and database set up for development of project	Done
2.	Analyze and collect sales conversation data for training the machine learning model	28 Feb to 13 Mar	2	Complete sales data set for training the algorithm	Done

3.	Analyze different ML algorithms(supervised and unsupervised), Implement ML model and train the model with data set	14 Mar to 17 Apr	5	Trained machine learning model with data set and named entity recognition	Done
4.	Hyper parameter optimization of algorithm	18 Apr to 24 Apr	1	Increased Accuracy of algorithm	Done
5.	Create a rest API for the model which can be consumed	25 Apr to 1 May	1	Rest API which can be used for UI integration	Done
6.	Create UI dashboard for displaying model results and relevant information about leads	2 May to 22 May	3	UI dashboard for displaying model results and visualizations	Done
7.	Generate a template which can used by customers for response	23 May to 5 Jun	2	Developing a email template	Done
8.	Analysis on possibility of integration with outlook	6 Jun to 12 Jun	1	Analysis result	Done

Chapter 10

Key Challenges Faced

The key challenges of this project so far have been:

- To get the correct labeled dataset for sales email conversation
- To get good accuracy from supervised learning algorithm
- To design a UI for email template generation
- Integrating the app with outlook
- Designing the UI for data visualisations

Chapter 11

Potential risks and mitigation plan

The most major risk identified thus far has been linked to supervised model training accuracy, which indicates that the accuracy acquired will be poor if data is not labelled correctly or there is insufficient data for training. The training data must be accurately labelled and in sufficient volumes to achieve high accuracy.

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BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE, PILANI

2nd Semester 2021-2022

SESAPZG628T DISSERTATION

FINAL EVALUATION FORM

Section I

(To be filled by the Student and returned to the Supervisor)

ID No. 2018HS70003

Name of Student: Roshan Kumar Gupta

Name of Supervisor : Rupali Arora

Name of the Examiner(s) : M Saurabh Sharma

Dissertation Title : Generate sales leads from email conversation using AI/ML

Section II

(To be filled by the Supervisor in consultation with the examiner(s))

Comments on the dissertation work from Examiner and Supervisor (Select Y or N):

1. Quantum of work
 - a. Justifiable as efforts for duration of work (16 weeks) Y
 - b. Work is in line with the commitments made in outline Y
2. Type of work
 - a. Client assignment N
 - b. Organization specific task Y
 - c. General study project such as white paper Y
 - d. Any other (kindly elaborate below in a line or two if Y) N
3. Nature of work
 - a. Routine in nature N
 - b. Involved creativity and rational thinking Y

Kindly elaborate below if answer for above is “Y”

It required brainstorming to create analytical UI and required lot of Research to create ML model.

4. Evaluation methodology
 - a. Evaluation done based on presentation to supervisor and examiner Y
 - b. Evaluation done through Viva conducted by supervisor and examiner Y
 - c. Student regularly interacted with supervisor and incorporated the suggestions made Y

d. Brief description on the report submitted and quality of presentation

The UI analytics was good and realistic, it covers all the information which was generated from source and presentation was good.

5. Final evaluation matrix


Tick the appropriate box (1 is lowest and 5 is the highest)

Dimension	Rank→				
Student abilities in general					
Understanding of the subject of dissertation					✓
Creative thinking ability to come up with new ideas					✓
Viva / Seminar presentation					
Communication ability					✓
Organization of material					✓
Response to review questions					✓
Cohesive thinking ability					✓
Report submitted					
Report structure and format					✓
Technical content of the report					✓
Explanation on the significance of the assignment					✓
Analysis of alternative approaches					✓
Recommendation and suggestions					✓
Discussion on benefits and limitations					✓

Any other comments:

Good Work

Date: 15-06-2022


Saurabh (Jun 15, 2022 17:27 GMT+5.5)
Signature of examiner(s)


Rupali Arora (Jun 15, 2022 17:28 GMT+5.5)
Signature of Supervisor

Note: Additional paper can be used for including further comments that is relevant to the work, if required


Dissertation Final Evaluation Form


Final Audit Report


2022-06-15


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