SALEVANT.AI

VERIPROC SOLUTIONS PVT. LTD.

Snehal Malhotra
19001015058

Mentor : Mr. Sandeep Garg
(Co-Founder)

TABLE OF CONTENTS

01 COMPANY PROFILE

02 ABOUT THE PROJECT

03 SALEVANT

04 WHY WE ARE BUILDING SALEVANT

05 TECH STACK USED

06 COMPREHENSIVE CUSTOMER ANALYSIS

07 YOG: HIRE 360

COMPANY PROFILE

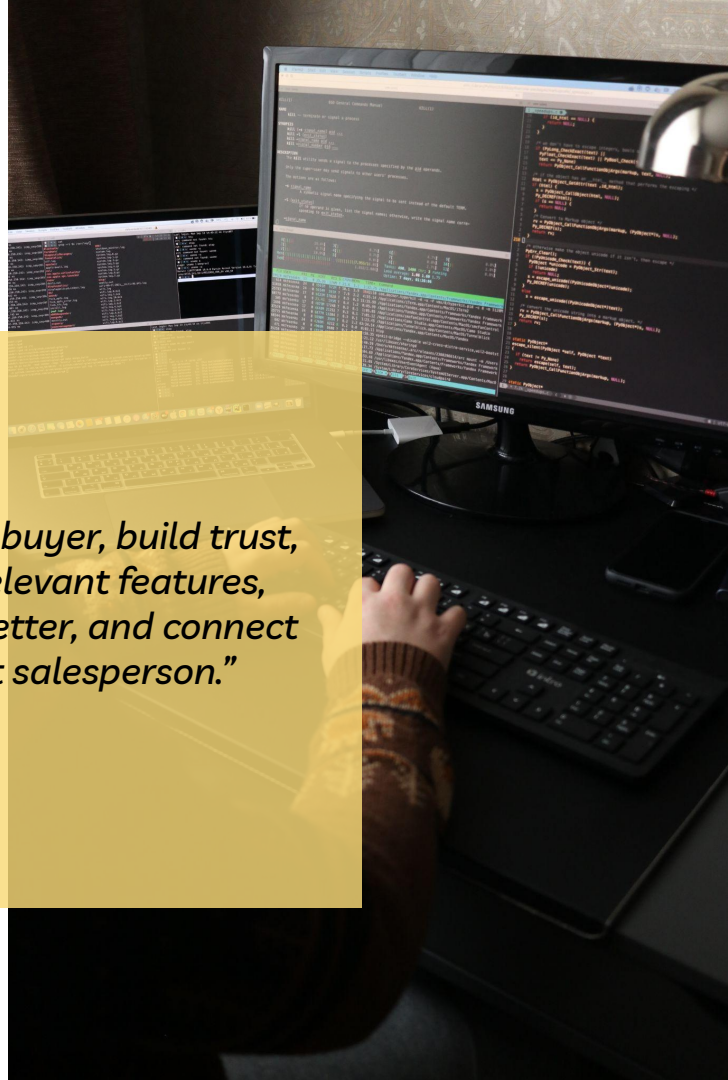
VERIPROC SOLUTIONS PRIVATE LIMITED

Veriproc Solutions Private Limited is a leading IT and Consulting company dedicated to delivering exceptional results in sales and intelligence activities across India.

The company is dedicated to revolutionizing the world of sales by offering businesses personalized strategies and exceptional support to transform their leads into remarkable sales success.

HEADQUATERS : Noida, Uttar Pradesh
INDUSTRY: IT Services and IT Consulting

"Know your buyer, build trust, suggest relevant features, negotiate better, and connect the right salesperson."



ABOUT THE PROJECT

In the dynamic competitive business landscape of today, finding and qualifying leads efficiently has become a paramount challenge that directly impacts the success of any business. This is precisely where YogLeads shines, offering a game-changing solution.

PROBLEM IDENTIFICATION :

- Difficulty in Finding Qualified Leads
- Lack of Lead Qualification
- Ineffective Communication
- Inefficient Lead Conversion
- Poor Sales Pitch

OBJECTIVES :

- Yog-Human
- Yog-Persona
- Yog-Psyche
- Yog-Personalise
- Yog-Allocate
- Yog-Report

SALEVANT . AI

SALEVANT.AI

A SALES INTELLIGENCE PLATFORM

- With a focus on the objectives of YogLeads, SalveLant.AI combines cutting-edge technology and advanced analytics to provide unparalleled sales insights.
- With Salevant, businesses can gain access to an extensive array of demographic, psychographic, and professional details tied to their leads.
- Salevant.ai is designed to revolutionize the way businesses approach sales by providing actionable intelligence and valuable insights into customer behaviour, market trends, and competitive analysis.

WHAT WE ARE WORKING ON

OBJECTIVES

LEAD ENRICHMENT

Enhancing Lead Information

In the competitive business landscape, having comprehensive and accurate lead information is crucial for successful sales and marketing efforts. By enriching lead information, businesses obtain more detailed insights into their target audience, ensuring better lead quality and targeting

BUYER PROFILING

Enriching Lead Profiles

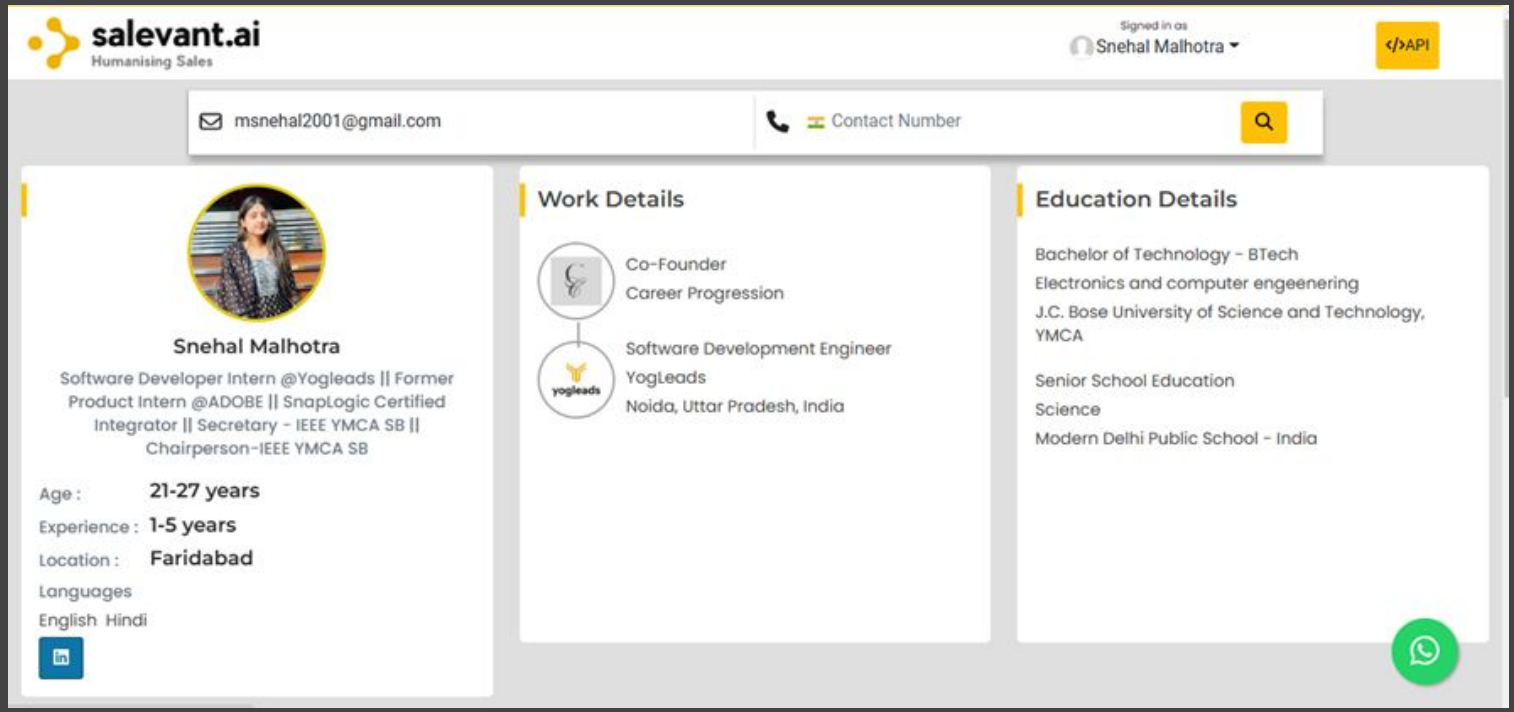
Buyer profiling enables businesses to convert anonymous leads into enriched profiles, providing valuable insights into their buyers' unique attributes.With enriched lead profiles, businesses can gather details such as age, gender, location, and job title and can create tailored pitch.

LEAD SCORING

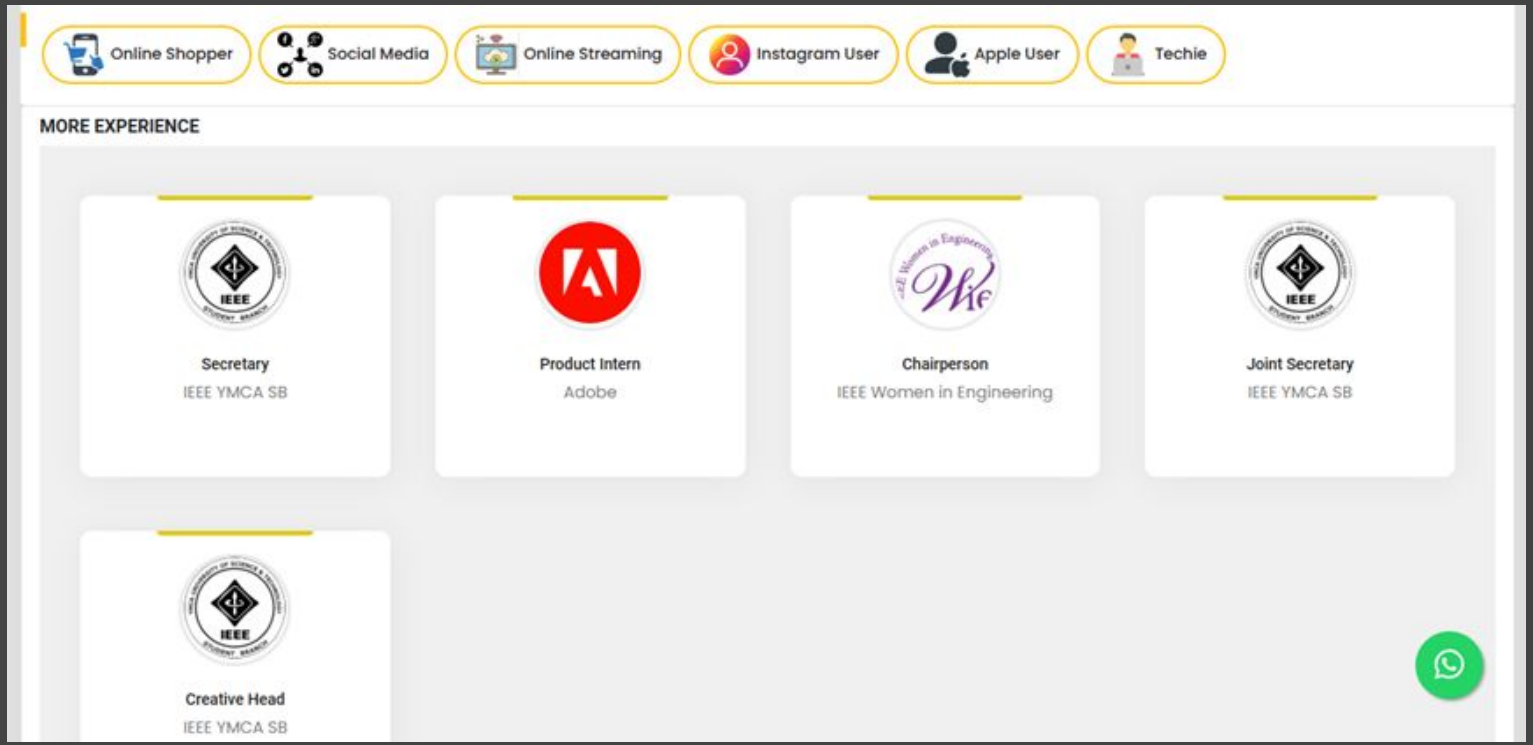
Identifying Key Leads

In the realm of sales and marketing, identifying key leads and prioritizing them is vital for maximizing conversion rates and sales success. Lead scoring is a method of assigning a numerical value or score to leads based on their Persona.

GUI -USER PERSONA



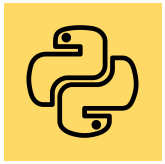
GUI - MORE EXPERIENCE SECTION



GUI - PRIORITY FEATURES TO PITCH

TECH STACK USED

MAJOR REQUIREMENTS



Python

It is used for Web development (server-side), Software development and System scripting

Flask

Flask, a web framework written in Python, is a powerful tool for developing web applications

MongoDB

MongoDB is a popular document-oriented NoSQL database that offers a flexibility for managing data

MySQL

MySQL provides a reliable and efficient solution for storing, managing, and retrieving structured data

Amazon Web Services

AWS provides on-demand services designed to help individuals,securely store and manage data

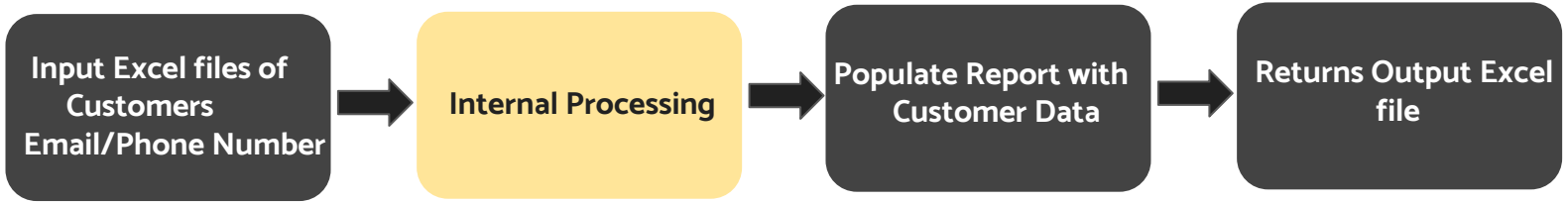
Postman

Postman is a popular tool for testing APIs. It allows sending HTTP requests to API endpoints

COMPREHENSIVE CUSTOMER ANALYSIS

EXCEL REPORTS FOR SALES

- The utilization of Excel reports is a powerful tool for documenting detailed customer information from Salevant.ai that offers interactive user profiles.
- Instead of manually searching and documenting each customer's information from the website, Excel reports enables the transformation of website information into an easily accessible and analyzable format.
- By leveraging the functionality of Salevant.ai and utilizing appropriate data extraction techniques, companies can extract the wealth of information displayed on the website and transform it into a structured Excel report.



YOG: HIRE 360

YOG - HIRE360

- Yog - Hire360 is a tool that gives recruiters an extra layer of information on top of standard hiring tools that have stand-alone offering.
- Before hiring a candidate, the recruiter needs to see the 360-degree view of the candidate profile and that is what Yog - Hire360 is all about.
- The tool does the matchmaking work for recruiters at the backend and gives recruiters the LinkedIn profile of candidates
- The primary objective of the Yog-Hire360 was to create a seamless and efficient matchmaking process that leverages candidate profiles from LinkedIn.
- By integrating with various APIs and services, the API would enable the tool to retrieve and present the LinkedIn profiles of candidates under consideration.

THANK YOU