



# SALEVANT.AI

VERIPROC SOLUTIONS PVT. LTD.

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The background features a series of overlapping geometric shapes in various shades of yellow and gold. A large, light-yellow rectangle occupies the top half. Below it, a darker gold trapezoidal shape is positioned on the left. To the right, a large, light-yellow triangle points towards the bottom right corner. In the top right, a smaller, darker gold triangle points towards the top right. A white rectangular area is visible in the upper right corner, partially obscured by the gold shapes. The overall composition is modern and minimalist.

# **COMPANY PROFILE**

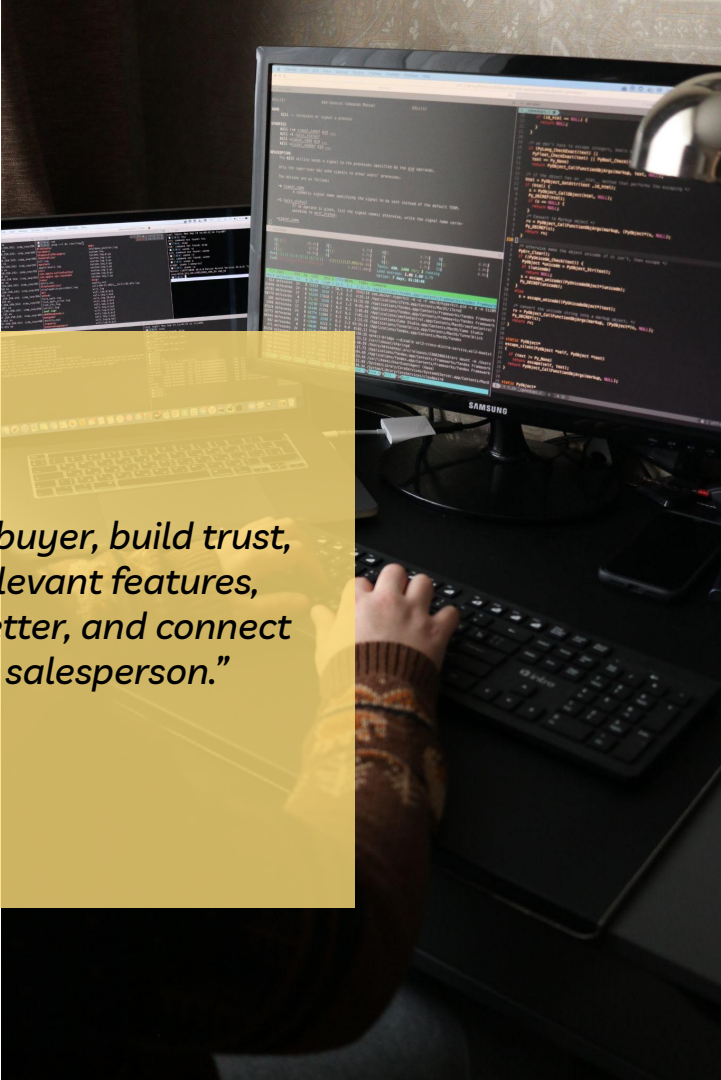


## VERIPROC SOLUTIONS PRIVATE LIMITED

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.

**HEADQUARTERS :** Noida, Uttar Pradesh  
**INDUSTRY:** IT Services and IT Consulting



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

The background features a series of overlapping geometric shapes in various shades of yellow and gold. A large, light-yellow rectangle occupies the top half. Below it, a horizontal band of white is intersected by a gold-colored rectangle on the left. A large, dark-yellow triangle points from the bottom right towards the center. Another gold-colored triangle is visible in the upper right corner, partially overlapping a white rectangular area.

# **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

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**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.





The background features a complex arrangement of overlapping geometric shapes in various shades of yellow and gold. A large, light-yellow rectangle occupies the top-left and central areas. To its right, a smaller, darker gold rectangle is partially visible. Below the central rectangle, a large, light-yellow triangle points towards the bottom-right corner. In the bottom-right corner, a large, darker gold triangle points towards the top-left corner. The text "WHAT WE ARE WORKING ON" is centered horizontally and partially overlaid by a horizontal gold bar.

**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


 **salevant.ai**  
Humanising Sales

Signed in as  
Snehal Malhotra

</>API

msnehal2001@gmail.com

Contact Number



**Snehal Malhotra**


Software Developer Intern @Yogleads || Former  
Product Intern @ADOBE || SnapLogic Certified  
Integrator || Secretary - IEEE YMCA SB ||  
Chairperson-IEEE YMCA SB

Age : **21-27 years**


Experience : **1-5 years**


Location : **Faridabad**

Languages  
English Hindi



**Work Details**


 Co-Founder  
Career Progression

 Software Development Engineer  
Yogleads  
Noida, Uttar Pradesh, India

**Education Details**

Bachelor of Technology - BTech  
Electronics and computer engineering  
J.C. Bose University of Science and Technology,  
YMCA

Senior School Education  
Science  
Modern Delhi Public School - India



# GUI - MORE EXPERIENCE SECTION



Online Shopper



Social Media



Online Streaming



Instagram User



Apple User



Techie

## MORE EXPERIENCE



Secretary

IEEE YMCA SB



Product Intern

Adobe



Chairperson

IEEE Women in Engineering



Joint Secretary

IEEE YMCA SB



Creative Head

IEEE YMCA SB



# GUI - PRIORITY FEATURES TO PITCH

## DO'S

- ✓ Preferably use email to follow up with them instead of phone or LinkedIn, engage by asking question or opinions
- ✓ Share whitepapers or case studies that showcase measurable results instead of just telling customer stories
- ✓ If they are not asking many questions, nudge them to ask questions rather than just starting to talk yourself

## PRIORITY FEATURES TO PITCH

1. Safety features: airbags, anti-lock brakes, traction control, blind spot monitoring, and parking sensors.
2. Comfort features: adjustable seating, climate control, heated seats, and cruise control.
3. Entertainment features: Bluetooth connectivity, satellite radio, and USB ports.
4. Performance features: engine power, fuel efficiency, and acceleration.
5. Customization options: exterior colors, interior finishes, and trim packages.

Process Focused

Perfectionist

Detail Oriented

## DONT'S

- ✗ Avoid emotional and informal language, stay objective and to the point instead
- ✗ Don't overhype the product/pitch, keep it measured
- ✗ Do not sound overly eager, modulate your energy levels especially if you are generally enthusiastic

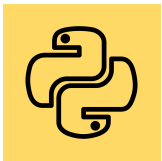






## TECH STACK USED

# MAJOR REQUIREMENTS



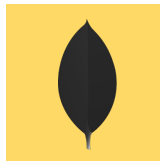
## Python

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



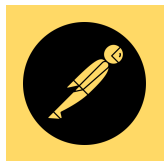
## MySQL

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

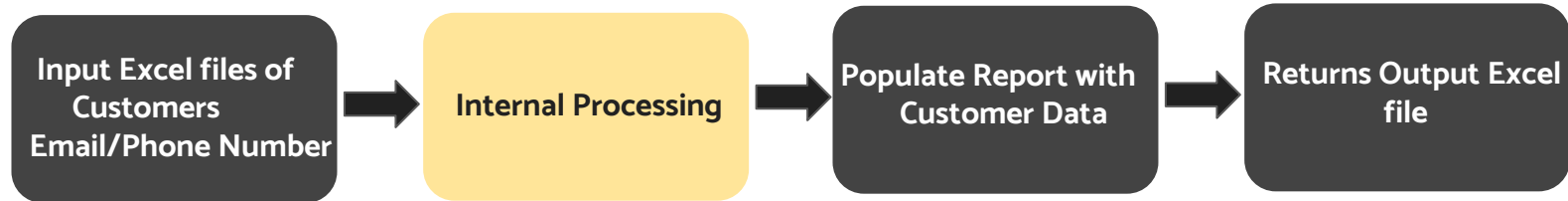
Postman is a popular tool for testing APIs. It allows sending HTTP requests to API endpoints

The background features a series of overlapping geometric shapes in various shades of yellow and gold. A large, light-yellow shape forms the base, with several darker gold and yellow shapes layered on top, creating a sense of depth and movement. The shapes are primarily triangles and rectangles, some of which are partially cut off by the edges of the frame.

# **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.



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**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.

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**THANK YOU**