**Pickle**

**Home Page**

* We start by transcribing any audio recording into text with 100% fidelity. (Transcription)

**Solutions**

Sales Management

* CLUSTER AND DEFINE KEY PHRASES (Keywords Greeting Like Good Morning etc )
* FILTER THOUSANDS OF CONVERSATIONS TO PINPOINT KEY PHRASES AND QUESTIONS(PINPOINT KEY PHRASE & QUISTION)
* CREATE CUSTOM TRACKERS WITH PICKLE POWER SEARCH

Sales Account Axecs

* Pickle Power Search
* Record comments about the sales call to highlight key points.
* talk tracks
* TALK RATIO
  + Find the ideal percentage of listening vs. talking time
* TALK TRACKS
  + Know which sales reps follow your speaking points and if they are effective
* BEST COMMUNICATION
  + Determine the most compelling questions and discussion points to get the most from conversations
* ONBOARDING
  + Share tribal knowledge from day one, and confirm all account executives understand it

AUTOMATED DATA ENTRY

FOLLOW UP

SALES COACHING

**Sales SDR**

Pickle to elevate everyone to top performers.

**Product**

Overview

* you never waste time searching through hundreds of call recordings and transcripts. The Conversation Dashboard has the high-level snapshot you need.
* PowerSearch
* Pickle saves your recordings indefinitely
* Analyze and preserve conversations from all sources, including videos on Zoom, calls on Outreach, and inbound receiving communication on RingCentral.

Transcriptions

* PICKLE AI TRANSCRIBES THE AUDIO FILE

Integrations

**Pricing**

Taster

* Audio upload
* Basic Analytics
* Keyword Extraction
* Summary of conversation

SALES OPTIMIZER

* Full access to Pickle
* Pickle Power Search™
* Interactive audio transcriptions
* Personalized metrics
* Data insights

SALES SWEEPER

* Enterprise level
* Maximum insights
* Custom solutions

**Form Gayatri PDF**:

* Conversation Dashboard has the high-level snapshot you need.
* Conversation Intelligence tool reviews millions of words and data points delivering usable, unique insights
* Save hours trying to discover how your teams are doing.
* Never waste time searching through hundreds of call recordings and transcripts.

Solve the Data Dilemma (Power Search)

* Managers need to know what is going on, but without recognizing what is happening, they cannot begin to consume the massive quantity of data available.
* All the information in the world is useless without direction.

Based on your conversations, Pickle knows the right questions managers should ask.

* We spoon-feed the data before users even know what is on the menu.
* You know what people are talking about and have the AI tools to explore all the details.

Conversation Intelligence

* Easily get a handle on your team’s performance with leading metrics such as keywords and conversation topics.
* The Pickle Dashboard is a roll-up of the most important findings from calls.

Enjoy bite-sized charts and graphs that give managers instant understanding.

Section:

**Home**

1. Transcription

We start by transcribing any audio recording into text with 100% fidelity.

Voice recording file convert into words

**Solution**

Sales Management

1. Keywords List

CLUSTER AND DEFINE KEY PHRASES (Keywords Greeting Like long calls, B2B Call, SDR Success)

1. PINPOINT Keywords

FILTER THOUSANDS OF CONVERSATIONS TO PINPOINT KEY PHRASES AND QUESTIONS

1. CREATE CUSTOM TRACKERS

CREATE CUSTOM TRACKERS WITH PICKLE POWER SEARCH (Search Result)

Using Power Search

Sales Account Axecs

1. Pickle Power Search
2. Record comments

Record comments about the sales call to highlight key points.

1. TALK TRACKS
2. TALK RATIO

Find the ideal percentage of listening vs. talking time

1. FOLLOW UP

SDR

1. Top Perfumers

Pickle to elevate everyone to top performers

**Product**

1. high-level Snapshot

Dashboard has the high-level snapshot

1. Recordings Indefinitely
2. Conversation Intelligence

**Action**

* Audio upload
* Basic Analytics
* Keyword Extraction
* Summary of conversation
* Power Search
* Interactive audio transcriptions
* Personalized metrics
* Data insights
* Enterprise level
* Maximum insights
* Custom solutions

**Chorus**

**Product**

* Focus on the Customer, Not Taking Notes
* Better Follow-Up and Call Prep
* Automatic CRM Population
* Coachable Moments