



Sales Acceleration Platform LiveHive Announces New Integration with Cloud Services: Egnyte, Box, Dropbox, and OneDrive

Sales Teams Can Now Instantly Access, Track Deep Engagement with Digital Content in the Cloud with LiveHive

SAN JOSE, CA, UNITED STATES, March 25, 2015 /EINPresswire.com/ -- LiveHive, <http://livehive.com/>, whose comprehensive sales acceleration platform provides real-time intelligence based on prospect engagement with digital content, today announced new and deeper integration with the following cloud services: Egnyte, Box, Dropbox, and OneDrive. With LiveHive, sales teams can now instantly and easily capture and track engagement of all stored digital content from anywhere in the cloud. Salespeople can quickly access the very latest content available from marketing and immediately begin to leverage it with powerful, real-time insights that show a prospect's interests and buying behaviors.

LiveHive's sales acceleration platform is available complete with Egnyte, Box, Dropbox, and OneDrive now.

"At LiveHive, our top priority is to deliver the advanced tools and capabilities that empower sales teams to be more successful and accelerate the sales cycle," Suresh Balasubramanian, CEO for LiveHive. "By streamlining and automating routine tasks, LiveHive builds repeatable sales processes that let salespeople increase efficiencies and focus their efforts on the core selling activities that give them the biggest ROI – such as engaging with customers."

"Our goal at Egnyte is to provide organizations with secure, open solutions for managing 100% of their files," said Bart Giordano, VP of Partner Sales and Business Development at Egnyte. "Through deeper integrations with companies like LiveHive and their sales acceleration platform, we can offer customers additional tools to make their salespeople more productive while also addressing their overall concerns around data security and privacy, such as pricing, programs and competitive information."

Streamlining routine sales tasks to serve customers better and drive revenue

According to a [Sirius Decisions study](#), 65% of businesses say that sales reps spend too much time on non-selling activities – limiting the time required to fully understand the needs of the client. Boggled down by routine activities, sales reps can't focus on the more critical tasks that help cultivate customer relationships, accelerate sales, and drive revenue for the organization.

LiveHive's powerful content-sharing capabilities give sales reps more time to concentrate on key selling activities by integrating systems, streamlining processes, and increasing coordination between sales and marketing organizations. With LiveHive's real-time visibility into customer behaviors, sales teams can increase understanding about a buyer's particular interests, the stakeholders involved, and the purchasing process.

To download and try LiveHive for free, visit <http://livehive.com/signup/>.

About LiveHive

Headquartered in San Jose, California, LiveHive is the most comprehensive sales acceleration platform that provides the deepest insights into a prospect's interest level based on their real-time engagement with digital sales content. LiveHive's powerful content-sharing capabilities and analytics enable sales reps to gain 'behind-the-scenes' insights for competitive advantage. By quickly identifying all stakeholders in the buying process and accurately ranking top prospects, sales teams can focus their attention on the most qualified deals.

LiveHive reveals prospect buying patterns with instant alerts that show when documents are viewed and downloaded; which pages are viewed and for how long; and profile data for recipients of shared documents. LiveHive also allows users to instantly update or terminate access to documents even after sending as attachments. For more information, visit www.livehive.com.

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