



LiveHive Expands Sales Acceleration Platform with Powerful New Prospecting and Qualification Capabilities

Boosts Sales Team Effectiveness with “LiveClip” Email Prospecting and Click-to-Call Tools Delivered on a Single, Unified Platform

SAN JOSE, CALIFORNIA, UNITED STATES, January 20, 2016 /EINPresswire.com/ -- San Jose, CA – January 20, 2016 – [LiveHive, Inc.](#), the industry’s most comprehensive sales acceleration platform, today announced that it has expanded its award-winning platform with new capabilities to meet growing customer demand. To boost sales team effectiveness, LiveHive has unveiled powerful new prospecting and qualification functionality – all seamlessly delivered on a single, unified sales acceleration platform.

LiveHive’s new capabilities include: “LiveClip,” a tool that lets sales teams instantly capture prospect email addresses from any company website or LinkedIn and email to them with a single click; and new calling functionality for LiveHive [SmartPath](#) email scheduling, including click-to-call, voicemail, and live calling scripts, to speed the qualification process and drive more consistent sales messaging and performance.

“In what Forrester calls a ‘digitally-enabled B2B selling model,’ sales people face new pressures. At the same time, they’re also being asked to produce more,” said Suresh Balasubramanian, CEO of LiveHive, Inc. “With the introduction of LiveClip and our enhanced SmartPath email and call scheduling, we’re making it easier for sales teams to achieve their goals by driving prospecting and qualification from a single platform 100% integrated with existing CRM and marketing automation systems.”

LiveHive customers have already been able to prioritize sales outreach and follow-up with LiveHive – increasing their quality connects up to 35%. With the new capabilities, LiveHive helps sales organizations gain even greater efficiencies to speed prospecting and qualification processes and engage with the right contacts sooner.

New LiveHive Functionality: LiveClip, Click-to-Call, Voicemail and Live Calling Scripts

Unproductive prospecting can consume up to 50% of a sales rep’s time. With built-in intelligence, LiveClip improves sales prospecting by letting sales teams instantly extract professional email addresses straight from a website or LinkedIn and email to them.

Using LiveClip, sales organizations can:

Reduce wasted sales time spent looking for prospect contact data

Increase prospecting effectiveness with more accurate information and single click emailing

Drive more sales by zooming in on prospects faster

LiveHive today also strengthened its LiveHive SmartPath email scheduling, raising the quality of rep interactions and making reps more effective with the integration of:

Click-to-call capabilities – letting sales reps make outbound calls with a single click directly from their email client

Voicemail and live calling scripts – to speed rep training and onboarding, and ensure consistent messaging across the team with pre-set scripts

With drag and drop simplicity, LiveHive SmartPath email and call scheduling empowers sales teams to advance prospect engagement with intelligent outreach, while giving sales managers visibility into team behaviors, processes, and opportunities at every stage of the sales cycle.

All of LiveHive's new capabilities are included as part of the LiveHive sales acceleration platform and available at the end of January. LiveHive is priced at \$79.99 per month for an annual subscription. Sales organizations can request a demo of LiveHive's sales acceleration platform at www.livehive.com.

About LiveHive

Headquartered in San Jose, California, LiveHive, Inc. delivers a complete sales acceleration platform that empowers sales leaders with deep buyer-based engagement analytic insights into the effectiveness of their team's sales efforts. With LiveHive's comprehensive analytics, sales organizations can personalize and automate their follow-up to get more time in the day to focus on building sales relationships and accelerating sales.

LiveHive helps sales leaders get insight into reps' email, calling and follow-up activity, ramp up new reps to full productivity faster, and ensure consistent messaging across the organization, empowering them to build a successful repeatable sales process. LiveHive's SmartPath automated email and call scheduling, and award-winning engagement analytics let sales reps focus on core selling activity and sales leaders quickly understand the effectiveness of their sales teams' efforts. For more information, visit www.livehive.com and follow @LiveHive.

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- See more at: <http://livehive.com/presss/press-releases/livehive-expands-sales-acceleration-platform-with-powerful-new-prospecting-and-qualification-capabilities/#sthash.aZ2i6VXR.dpuf>

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