



LiveHive Expands Sales Acceleration Platform to Include Microsoft Dynamics CRM Customers

Delivers a Seamless, Unified Experience to Dynamics CRM Users with Behavioral Analytics of Their Prospects' Engagement on a Single Platform

SAN JOSE, CALIFORNIA, USA, February 23, 2016 /EINPresswire.com/ -- [LiveHive, Inc.](#), the industry's most comprehensive sales acceleration platform, today announced that it has integrated its award-winning platform with Microsoft Dynamics CRM to help speed prospecting and qualification processes from a single, unified platform. LiveHive's direct integration with the Dynamics CRM gives sales organizations seamless access to the industry's deepest buyer-side engagement analytics and advanced sales automation capabilities, including LiveHive [SmartPath](#) automated email and call scheduling.

"Our platform gives sales managers a single, unified view into buyer-side behaviors and improves a sales rep's productivity by automatically synchronizing with the CRM," said Suresh Balasubramanian, CEO of LiveHive, Inc. "With LiveHive's powerful engagement analytics, managers using the Dynamics CRM can see and evaluate team performance in real-time to quickly adjust behaviors and sales processes."

Sales organizations using Microsoft Dynamics can now get all of LiveHive's sales insights automatically pushed to and synchronized with their CRM. LiveHive gives sales managers increased visibility into team behaviors, processes, and opportunities at every stage of the sales cycle and helps sales teams advance prospect engagement through more intelligent outreach.

Using LiveHive's sales acceleration platform, Microsoft Dynamics CRM users can:

Email and track sales emails and documents with a single click – to see email and document opens, document downloads, document forwards (including recipient contact data), and page-by-page analytics

Automatically sync all emails into Microsoft Dynamics CRM – saving reps time and increasing data accuracy

See all buyer-side engagement in real-time through LiveHive's automated alerts or LiveFeed instant action ticker box – to quickly spot a prospect's interest level and respond faster

Leverage LiveHive SmartPath drag and drop automated email and call scheduling, including click-to-call, voicemail and live calling scripts – to streamline the qualification process and move prospects faster through the funnel

Instantly access contacts or leads right from Microsoft Dynamics

Use email templates in Dynamics or choose from LiveHive's library of customizable sales email templates right from their Outlook inbox

Pricing and Availability

LiveHive is available immediately for Microsoft Dynamics CRM and is priced at \$79.99 per user per month for an annual subscription. Contact LiveHive to set up a [demo](#) of its sales acceleration platform.

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 us @LiveHive.

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