

# Convin announces the launch of a first of a kind AI platform that reimagines virtual assisted selling

*Convin's vision from this launch is to provide businesses with a platform that solves assisted selling challenges.*

BANGALORE, KARNATAKA, INDIA, May 19, 2022 /EINPresswire.com/ --

Bengaluru-based startup [Convin](#), led by marquee IIT Delhi Alumni [Ashish Santhalia](#) (CEO), Bharat Patidar (COO), Atul Shree(CTO), and Durgesh Choudhary (CPO), have announced the launch of its envisioned assisted selling platform for businesses. The assisted selling platform disrupts the current B2C and B2B sales process by assisting sellers. It engages the customers with its sales stimulating features by understanding the core of the sales conversations.



Convin's Founder (from left to right): Ashish Santhalia (CEO), Bharat Patidar (COO), Durgesh Choudhary (CPO), and Atul Shree (CTO).

“

With Convin, we want to enable sales leaders to drive the revenue & ensure that the sales representatives can fulfill their quota by effectively and efficiently engaging the customers in conversation.”

*Bharat Patidar, the Founder, and COO of Convin.*

The founding team while working with industry leaders across various domains realized the market required a holistic sales platform that would allow customers to interact at multiple channels in different ways, automates conversation analysis, records data on CRM, assist agents to sell better, and thus improve the productivity of agents while enhancing the overall customer experience. They saw that the crucial sales data was being saved in silos without being utilized to improve sales and marketing processes.

Convin's platform for assisted selling enables sellers to better engage their customers via agent assist dashboard,

talking cues, call analytics, and live chat features. It also enables agents to improve their performance per call through its call scoring system which is based on custom parameters.

These are only some of its sales and revenue-generating features.

Speaking about the launch of the platform, Durgesh Chaudary, Founder and CPO, said– "We believe that assisted selling will stay & will become even more crucial for enabling better conversions & great customer experiences. With Convin, we want to transform the entire model of assisted selling for businesses & their customers."

Convin's vision from this launch is to provide businesses with an NLP platform that solves sales challenges– efficient revenue generation, sales process observability, sales conversational intelligence, and enhanced customer experience – through an end-to-end assisted selling platform.

For the launch, Convin received its [seed funding](#) recently from Kalaari Capital with participation from Good Capital, Plan B Innovations, Bharat Founders Fund, and Digital Sparrow.

Kiran Vasireddy, Partner, Kalaari Capital, believes that "The disruptive events of the last two years have accelerated SalesTech adoption – remote virtual selling, distributed sales teams, & an expanding array of digital customer touchpoints. A new category of SalesTech is emerging as AI has progressed and as sales teams have uncovered gaps in the current tech stack, and Convin will fit the bill perfectly.

The founding team's deep technical expertise, product thinking clarity, and passion for solving a critical problem stood out for us. We are excited to partner with Convin to build a SaaS business that makes sales and customer interactions efficient for organizations across the globe."

#### About Convin

Convin was founded in 2021 in Bengaluru and received its pre-seed funding from Titan Capital and 9Unicorns back in June 2021.

AARTI

Convin

[contact@convin.ai](mailto:contact@convin.ai)

Visit us on social media:

[Facebook](#)

[Twitter](#)

[LinkedIn](#)

[Other](#)

---

This press release can be viewed online at: <https://www.einpresswire.com/article/573079709>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable

in today's world. Please see our Editorial Guidelines for more information.

© 1995-2022 Newsmatics Inc. All Right Reserved.