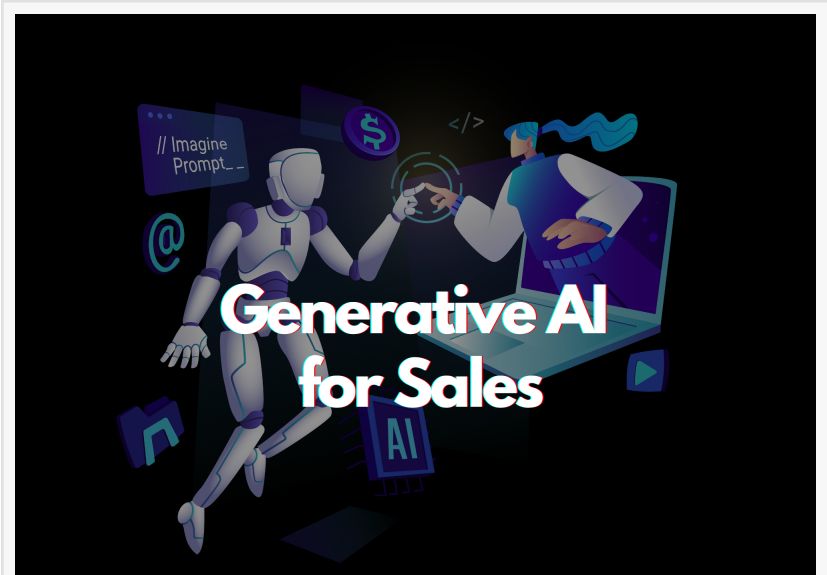


Generative AI is transforming B2B sales, and AI sales agents are helping companies adapt

Learn why it's the right time to deploy an expert AI sales agent on your website. It's evident from this research.

MISSISSAUGA, ONTARIO, CANADA, August 7, 2024 /EINPresswire.com/ --
****Generative AI is Transforming B2B Sales with AI Sales Agents****

Generative AI is revolutionizing B2B sales, with AI sales agents playing a crucial role in helping companies adapt. According to BCG analysis, using generative AI in sales processes has led to a twofold increase in lead generation and a 50% improvement in lead-to-sale conversion rates. The future of sales is clearly driven by AI, with sales agents or copilots leading the charge.



Balancing a Human and an AI agent

For instance, AI sales agents like Chatsimple consistently help businesses generate more leads through their websites. While there are numerous use cases of AI in sales, the benefits of AI sales agents stand out as they offer a popular and straightforward way to incorporate AI into sales strategies.

“

When buyers are not ready to purchase, they might not prioritize talking to a sales rep. Chatsimple helps the buyer with everything they need to make an informed decision.”

Vinay Raj | Head of Growth

Why Deploy an AI Sales Agent

In B2B sales, 58% to 70% of the buyer's journey is completed before they even contact a salesperson. The experiences and information buyers encounter during this journey significantly influence their decision-making. AI

sales agents empower buyers by providing personalized assistance when they visit a website, addressing their unique needs, and encouraging them to share their contact details to maintain the connection.

[Chatsimple's AI sales agent](#) enables companies to engage with leads based on their interactions on the website, bringing them closer during the critical consideration phase. This positions businesses to demonstrate how their solutions add value effectively.

Trainable and Coachable AI Sales Agents

AI sales agents can be trained with relevant materials, offering exclusive information on websites. Beyond website content, companies can upload documents detailing sales processes or case studies, which the AI integrates into conversations with visitors. This ensures the agent provides valuable insights while adhering to privacy guidelines.

By handling the intricate details of engaging conversations, AI sales agents lead visitors towards business goals consistently.

Integration with CRMs

AI sales agents save the context from every visitor conversation, providing complete interaction histories that help craft tailored messaging. This context enriches CRM systems, driving insights that further optimize sales processes. This precise understanding of prospect needs enhances retargeting efforts, making them more effective and impactful.

Benefits of Adding an AI Sales Agent to Your Website

A survey by Bain & Company involving over 550 enterprises globally highlighted that sales, marketing, and customer support are the primary use cases for generative AI. Around 40% of respondents have adopted or evaluated AI technology. Many companies are leveraging AI in sales through copilots, and Chatsimple's AI sales copilot is a catalyst for lead generation and engagement for sales teams.

Chatsimple's trainable AI sales agent addresses complex visitor queries and guides interactions toward lead capture, offering several benefits:

[Increases Lead Generation](#)

Chatsimple engages visitors 24/7, minimizing missed leads by addressing questions using natural language processing (NLP) and machine learning. This automation replicates initial salesperson interactions, qualifying visitors as leads without making the conversation feel like an interrogation. This frees up salespeople to focus on warm and hot leads, increasing conversion rates.

Gallery Vision, a digital music distribution platform, observed a significant increase in conversations with the AI sales agent compared to a chatbot, resulting in over 1,000 new leads

per month and a 70% conversion rate of new leads.

Reduces Bounce Rate

AI sales agents engage visitors, providing the information they seek and encouraging them to spend more time on the website. This reduces bounce rates and increases visitor awareness of the product or service, enhancing their understanding and making them better opportunities for salespeople to close deals.

Builds Website Trust and Credibility

By answering visitor queries without constantly pushing for a sale, Chatsimple fosters trust in the brand. Buyers appreciate the assistance, especially when they are not ready to make a purchase but are considering the product. Chatsimple's presence during the consideration phase helps buyers make informed decisions.

Let the Website Tell Before Humans Sell

Buying journeys span multiple channels, with prospects researching websites, visiting G2 pages, or comparing products with competitors before finalizing their choices. Chatsimple ensures a consistent consultative experience on the website, addressing prospect questions effectively.

****[Sign up for Chatsimple](#) and deploy it quickly on your website to leverage the power of AI in transforming your sales processes.****

Vinay Raj

Chatsimple.ai

vinay.raj@chatsimple.ai

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