

Use Case

Unlock Revenue Growth with Eloquens AI



CHALLENGE

Scaling Global Sales Operations

Leading a global sales force of 200 experienced professionals across three continents, Mike Martinez had built a reputation for driving exceptional growth. His team was breaking pipeline records quarter after quarter, with an impressive \$2.5B in opportunities. From their Singapore hub managing APAC deals to their London office closing major European accounts, the sales organization appeared unstoppable on paper.



But during a crucial board meeting, Martinez found himself defending declining win rates despite the growing pipeline. While opportunities were flooding in, actual closed deals were slipping. The root cause emerged during a deep-dive analysis — his top performers were spending more time managing their inboxes than engaging with customers.

Inbox Overload

The situation reached a critical point when one of their top enterprise reps missed a \$1.2M opportunity because a crucial email got buried in her inbox during a major trade show. The competitor's response had come within minutes.

Support crisis by numbers

- 300+ customer emails drowning each rep daily
- 4 precious hours lost to inbox management
- 45% decline in valuable customer face time
- Opportunities slipping through the cracks
- Pipeline velocity grinding to a halt

SOLUTION

AI-Powered Email That Speaks Your Language

Eloquens AI revolutionizes high-volume email management with advanced AI and human oversight, ensuring quality and personalization. It helped this global sales team reclaim their time and generate more revenue.

Here's how a typical sales day evolved using Eloquens AI.

7:00 AM EST (Morning Momentum)

Multiple RFPs land at once.

Eloquens AI springs into action:

- Instant acknowledgments maintain momentum
- Competitive analysis begins automatically
- Relevant sales collateral dispatched
- Meetings scheduled while reps sleep

10:30 AM EST (Major Product Launch)

Lead surge following product announcement coverage.

Eloquens AI responds:

- Instant verification of lead eligibility
- Targeted product information shared
- Follow discussion scheduled

4:00 PM EST (Power Hour)

High-volume inbound leads from trade show.

Eloquens AI responds:

- Lead qualification completed in real-time
- Personalized follow-ups based on booth interactions
- Industry-specific case studies distributed
- Demo scheduling automated

RESULTS

Strategic Benefits

The sales team's focus has shifted to:

- Face-to-face customer engagement
- Strategic account planning
- Solution consulting
- Relationship building
- Deal strategy development

Sales Perspective

"Eloquens AI hasn't just transformed our inbox management – it's reshaped our entire sales motion. Our reps are spending more time selling and less time writing emails. The intelligent competitive analysis and automated follow-ups have accelerated our deals significantly."

— VP of Sales

Real Time Sales Intelligence

When a high-stakes opportunity arrives, Eloquens AI delivers instant impact:

- 1 Lightning-Fast Analysis** ⌚ 1 second
 - Company size and industry identified
 - Competitive landscape analyzed
 - Deal value estimated
 - Buying signals detected
- 2 Strategic Response** ⌚ 2 seconds
 - Personalized proposal template selected
 - Competitive differentiators highlighted
 - Social proof examples included
 - Next steps outlined
- 3 Proactive Follow-up** ⌚ 5 seconds
 - Meeting scheduler activated
 - Relevant case studies attached
 - Internal stakeholders notified
 - Competitive battle cards prepared

Real Impact Dashboard



99% Improved Response Time

- Before: 5.2 hours
- After: 3 minutes



29% Faster Cycle Time

- Before: 45 days
- After: 32 days



42% Boost in Customer Engagement

- Before: 64% engagement
- After: 91% engagement



133% Increase in Daily Sales Activities

- Before: 12 daily activities
- After: 28 daily activities



59% Improvement in Revenue Performance

- Before: 22% close rate
- After: 35% close rate



196% Increase in Stakeholder Coverage

- Before: 2.3 contacts per account
- After: 6.8 contacts per account

*Key Factor: AI-driven stakeholder mapping and automated personalized engagement across organizational levels, leading to stronger account relationships and reduced deal risk.

LOOKING AHEAD

The transformation from administrative burden to strategic selling has positioned the company for unprecedented growth while maintaining exceptional customer engagement.

With Eloquens AI as the foundation, the sales organization is positioned to:

- Scale operations without proportional overhead
- Implement predictive sales strategies
- Enhanced competitive positioning
- Drive consistent revenue growth
- Foster deeper customer relationships

Don't let your inbox hold your sales team back. Contact us to book your demo today!

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Disclaimer: This use case is based on aggregated real-world data and test performance from Eloquens AI. It illustrates the potential benefits of adopting the software in a similar business context. Actual results may vary depending on the specific implementation and unique business conditions.