

NUVIAS | UC | zoom

## Zoom IQ for Sales

Turn interactions into insights to improve seller performance

### Extend the power of Zoom with conversation intelligence

Zoom IQ for Sales is a conversation intelligence add-on for Zoom Meetings. It transforms customer interactions into meaningful, actionable insights to improve seller performance and customer experiences. Tightly integrated with Salesforce® and major calendars, Zoom IQ for Sales boosts salesperson productivity with quick search functionality, next steps, and risk assessments. Customizable analytics dashboards help teams predict and make evidence-based decisions, develop modern sales methodologies, and create messages that resonate with target audiences.



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**Sales managers:** Provide actionable insights, forecast more accurately, and understand deals better with the ability to view analytics by stage, size, teams, opportunity name, and more.

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**Sales professionals:** Improve presentation skills with post-meeting summaries that include talk time, sentiment and engagement scores, and the number of filler words you used.

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**Sales enablement and marketing:** Replicate best practices, evaluate your marketing messages, and improve your competitive strategy with dashboards and the ability to create recording snippets and playlists.

### Why Zoom?

#### Total Experiences

Communication solutions for your entire customer experience and internal needs.

#### Video-first

Built using our video platform for a seamless and familiar user experience.

#### Security and Privacy

Uses the same security and privacy standards as the rest of our Zoom products.

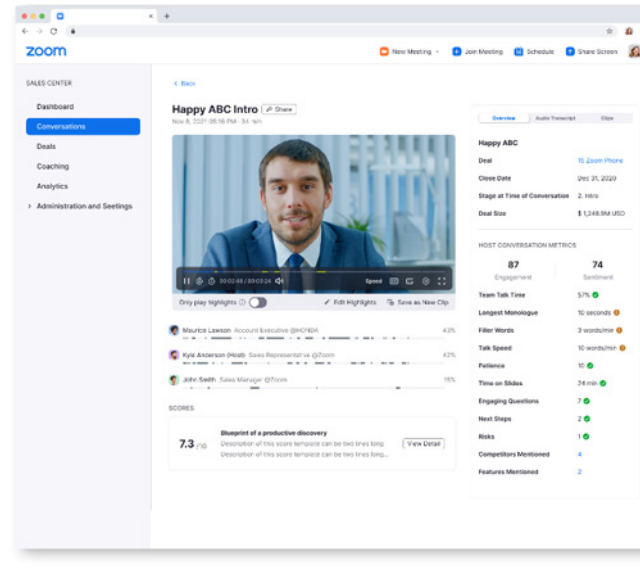
#### Scalability

Quickly add users as needed to accommodate growing demands and new team members.

# Find out how your calls went

## Post-meeting analysis to highlight areas for improvement

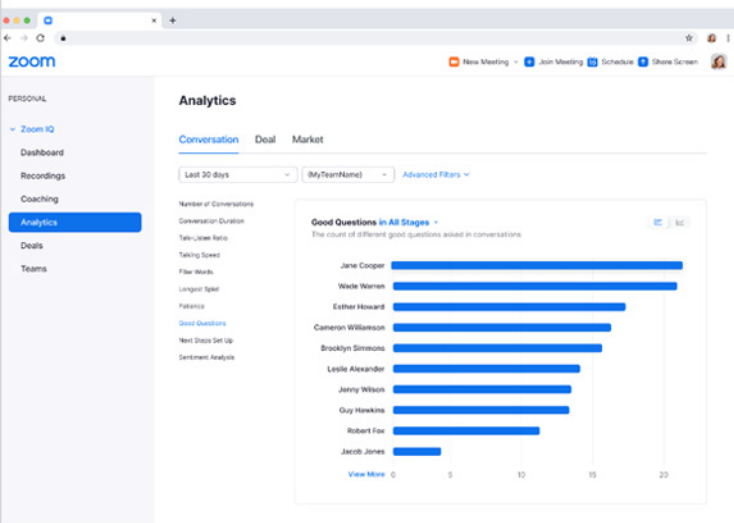
- Review your conversations, whether in Meetings or Phone, to determine what questions and topics were most engaging, and identify next steps
- Sentiment and engagement scores to help you know how your message was received
- Improve presentation skills with information such as talk-listen ratio, talking speed, patience, using filler words, and more.
- Introduce best practices with recording excerpts to help new salespeople get up to speed faster and deliver more impactful training
- Determine which questions resonate with scorecards



## View aggregated analytics

### Quickly identify areas that need your help

- Out-of-the-box integration with Salesforce to automate the way you work and deliver global insights
- Identify pipeline trends and search by deal stage to see which opportunities need your attention
- Find out which competitors are mentioned the most, why you win or lose against them, and what feelings are usually associated with them
- Determine which teams or individuals could use support



## Ready to get started?

Contact your account manager to learn more!



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