



Simplifying B2B Sales with xiQ's **Generative AI**

8 Essential Prompts to Convert Prospects into Meetings

Investigator
Vanessa Ford
Account Executive
Cyber Eye

Hi, I'm Vanessa Ford. Today, I will be using 8 essential prompts on xiQ's Gilroy to help me research, prospect, and schedule a meeting with the right person at Acme Corp.

Target Account:
Acme Corp.

Research Your Target Account Challenges

Ask Gilroy
about Acme Corp.

Library History

What are Acme Corp's cybersecurity challenges? →

Generate

What are Acme Corp's cybersecurity challenges?

Data breaches: Acme Corp. is at risk of data breaches, where unauthorized individuals gain access to sensitive customer information. These breaches can lead to reputational damage, financial losses, and legal consequences.

Hacking attempts: Acme Corp. is also vulnerable to hacking attempts, where cybercriminals try to gain unauthorized access to its networks and systems. These attempts can disrupt services, compromise customer data, and create security vulnerabilities.

Cybersecurity threats: The telecommunications industry as a whole faces a wide range of cybersecurity threats, including malware,

Upload Your Company's Collateral on xiQ's Document Hub

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Cyber Eye

Now, I will upload my company Cyber Eye's marketing collateral to xiQ's Document Hub. This ensures that Gilroy has access to the latest, corporate-approved collateral from Cyber Eye for its AI-generated messages.

Document uploaded successfully

Cyber Eye

Name	Uploaded by
Value Props	Amanda Nakra
Product Solution Map	Navnit Nakra
Competitor Analysis	Ishita Grover
Company Dossier	Li Shi

Ask Gilroy? Upload document

Upload

Drop files here to upload...

Maximum file size: 100MB

Align Company Solutions with Prospect's Challenges

Ask Gilroy
about Acme Corp.

Library History

Align Acme Corp's Cybersecurity Challenges with Cyber Eye's best solutions. →

Generate

Align Acme Corp's Cybersecurity Challenges...

Cyber Eye Digital Endpoint Defender: This solution provides advanced threat prevention, detection, and response capabilities to protect endpoints from malware, ransomware, and other cyber threats. It includes features such as antivirus, advanced threat protection, data encryption, and secure remote access.

Cyber Eye Data Protection | Encryption: This solution helps protect sensitive data by encrypting it both at rest and in transit. It ensures that even if data is compromised, it remains unreadable and unusable to unauthorized individuals.

Identity-based Exposures: Acme Corp's needs

Identify Ideal Buyer Profiles

Ask Gilroy
about Acme Corp.

Library History

Provide the job titles for the people most likely to be involved in the purchase of Cyber Eye's Solutions. →

Generate

Provide the job titles for the people most likely to be involved in the purchase of Cyber Eye's Solutions.

The job titles of the people most likely to be involved in the purchase decision of Cyber Eye solutions can be:

Chief Information Officer (CIO): The CIO is responsible for overseeing the organization's technology strategy and may have the final authority in approving the purchase of Delis solutions.

IT Director/Manager: IT directors or managers are responsible for managing the organization's IT infrastructure and operations.

Security Officer/Manager: Security officers or managers are responsible for the organization's overall security strategy and may be involved in evaluating Delis cybersecurity solutions to

Find People and Create a Buyer Group

xiQ Results

Matching People (18)

James Noa, John Erik, Steve Adam, Michelle Gull

Matching Companies (100)

Acme Corp, Acme Services, Acme Group, Acme Cloud, Acme Solutions, Acme Systems, Acme Tech, Acme Digital, Acme Analytics, Acme Data, Acme AI

Group browser

Drop people here to create a new group.

Acme Corp, Cyber Eye, Cyber Eye Customer, Research Trust Bank, Acme AI, Acme One

Buyer Relationship Management™

Doers

James Noa, John Erik, Christopher Ryan, Winslow Grey

Coaches

Nina Keller, Steve Adam, Cheren Brook

Blockers

William Ball, Gregory Kyle, Michael Angelo, Kiana Schneider

Find Conversation Starters to Engage Acme Corp.'s Buyer Group

Ask Gilroy
about Acme Corp.

Library History

Can you suggest any conversation topics or icebreakers that might resonate with the personalities or interests of the people in Acme Corp's buyer group? →

Generate

Can you suggest any conversation topics or icebreakers that might resonate with the personalities or interests of the people in Acme Corp's buyer group?

John Erik:

- Discuss mutual interests and make a connection.
- Talk about the impact of visual aids in sales presentations.
- Share humorous anecdotes or stories related to the product.

Nina Keller:

- Focus on the big picture and how the solution can positively affect their objectives.
- Discuss results-oriented discussions and problem-solving capabilities.
- Present a crisp, clear sales pitch with a focus on what the product/solution can do for them.

Steve Adam:

- Be prepared for aggressive questioning and have clear details on pricing.

Write an Email for Blockers

Ask Gilroy
about Acme Corp.

Library History

Write an email to all the blockers in this group. →

Generate

Write an email to all the blockers in this group highlighting Cyber Eye's value proposition related to Acme Corp's pain points.

Subject: Highlighting Cyber Eye's Value Proposition in Addressing Acme Corp's Pain Points

Hi [Blocker's Name],

I wanted to bring your attention to Cyber Eye's value proposition that directly addresses the faced by Acme Corp. pain points.

Acme Corp. has identified several pain points, such as network scalability, data security, and cost optimization. Cyber Eye's solutions offer scalable infrastructure, robust data security measures, and cost-effective options that align perfectly with Acme Corp's needs.

For instance, our scalable network architecture ensures seamless scalability to accommodate Acme Corp.'s growing customer base.

Identify Who in the Buyer Group Aligns with Me?

Ask Gilroy
about Acme Corp.

Library History

List the top 5 people who have the highest sales alignment with Vanessa Ford. →

Generate

List the top 5 people who have the highest sales alignment with Vanessa Ford.

Based on the provided data, the top 5 people with the highest sales alignment with Vanessa Ford are:

- Nina Keller
- Steve Adam
- Winslow Grey
- Gates Moszak
- Kiana Schneider

Discover My Prospect's Business Goals?

Ask Gilroy
about Acme Corp.

Library History

What are Nina Keller's business objectives as... →

Generate

What are Nina Keller's business objectives as Deputy Chief Information Security Officer?

Enhancing Information Security: Nina may focus on implementing and improving information security measures to protect the organization's data, systems, and infrastructure from cyber threats and vulnerabilities.

Developing Security Policies and Procedures: Nina may work on developing and implementing security policies, standards, and procedures to ensure compliance with industry regulations and best practices.

Building a Strong Security Culture: Nina may focus on promoting a strong security culture within the organization by providing security

Craft a Three Email Sequence to Schedule a Meeting

Ask Gilroy
about Acme Corp.

Library History

Write a sequence of 3 emails to schedule a meeting with Nina. Highlight some of her pain points and align them with Cyber Eye Recovery Solution. →

Generate

Write a sequence of 3 emails to schedule a meeting with Nina. Highlight some of her pain points and align them with Cyber Eye Recovery Solution.

Subject: Protecting Your Data with Cyber Eye Recovery Solution

Hi Nina,

I hope this email finds you well. I recently came across your profile as Deputy Chief Information Security Officer and was impressed by your expertise in information security and your focus on building high-performance teams.

I understand that data security is a top priority for you, and I wanted to introduce you to Cyber Eye Recovery Solution. We have developed a comprehensive solution that addresses the pain points you may be facing in ensuring your resilience and recoverability of your

Subject: Request for a Meeting

Hi Nina,

I wanted to discuss regarding Cyber Eye Recovery Solution and a meeting to further explore our solution can benefit your organization.

Cyber Eye Recovery Solution is a comprehensive approach to data protection, combining advanced technologies and industry best practices to safeguard your

Why Gilroy?

- Conversational Interface:** Gilroy offers a seamless conversational interface that requires no complex prompts or jargon.
- No Information Overload:** Gilroy efficiently combs through information, providing you with precise and relevant details about your prospects and accounts.
- Up-to-the-Minute Research:** Gilroy provides customized prompts for efficient research and informed interactions across various prospects and accounts.
- Spend More Time Selling:** Gilroy accelerates sales cycles, saves hours of research time, and helps close more deals faster.
- Boost Sales Performance:** Gilroy empowers salespeople to achieve a 12x increase in booked demos, a 30% increase in pipeline, and 38% rise in win rates.
- Rediscover Work Life Balance:** Gilroy supports salespeople in achieving work-life balance, eliminating stress, saving time, and maximizing productivity.