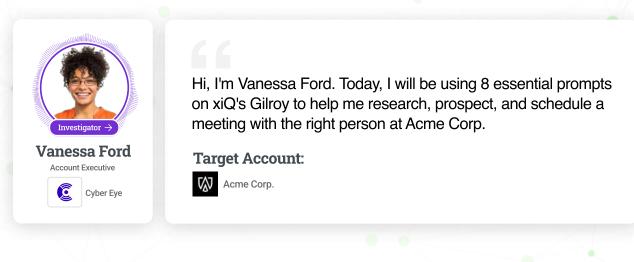
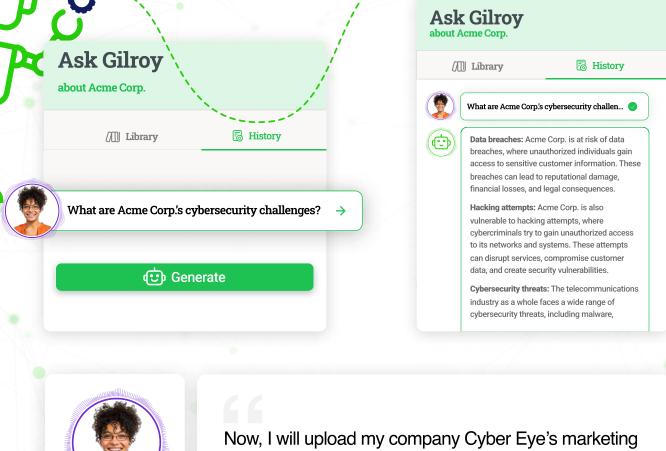


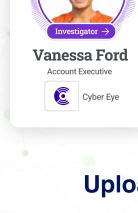
Simplifying B2B Sales with xiQ's Generative Al 8 Essential Prompts to Convert Prospects into Meetings





Research Your Target Account Challenges





© Cyber Eye ①

Product Solution Map

History

/ Library

()

collateral from Cyber Eye for its Al-generated messages. **Upload Your Company's Collateral on xiQ's Document Hub**

Ask Gilroy?

→ Upload document

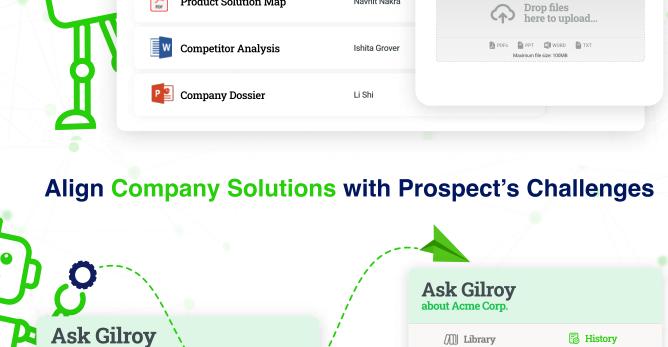
Cyber Eye Digital Endpoint Defender: This

collateral to xiQ's Document Hub. This ensures that Gilroy has access to the latest, corporate-approved

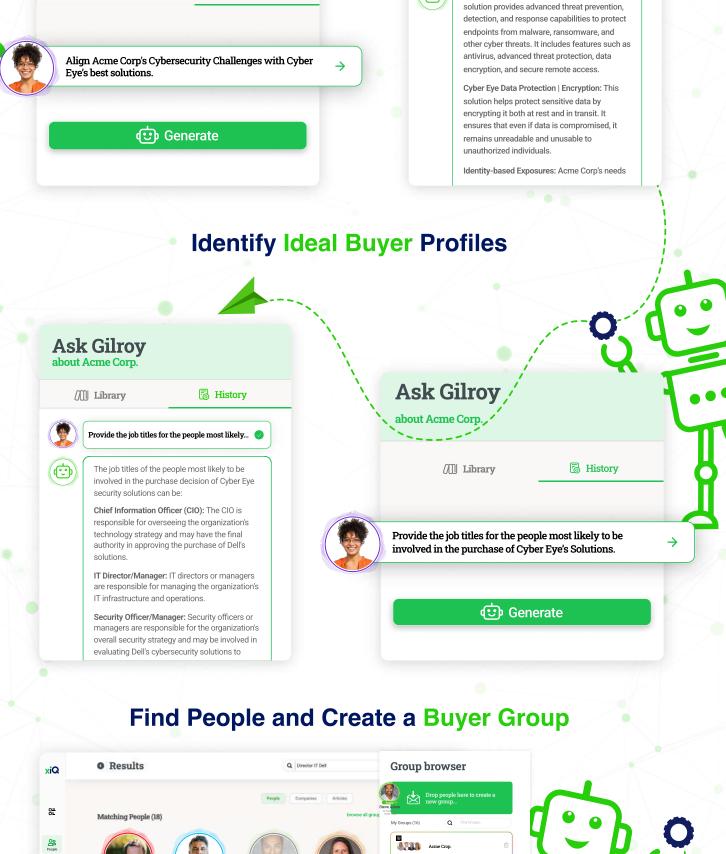
Uploaded by **Upload** Value Props Amanda Nakra Add file Add link

Document uploaded successfully X

Navnit Nakra



about Acme Corp. Align Acme Corp's Cybersecurity Challenges...



Matching Articles (1192)

Buyer Relationship Management™

Doers

37

Coaches

Blockers

problem-solving capabilities.

Present a crisp, clear sales pitch with a focus on what the product/solution can do for

Be prepared for aggressive questioning and

History

History

/ Library

Information Security Officer?

What are Nina Keller's business objectives as Deputy Chief

Generate

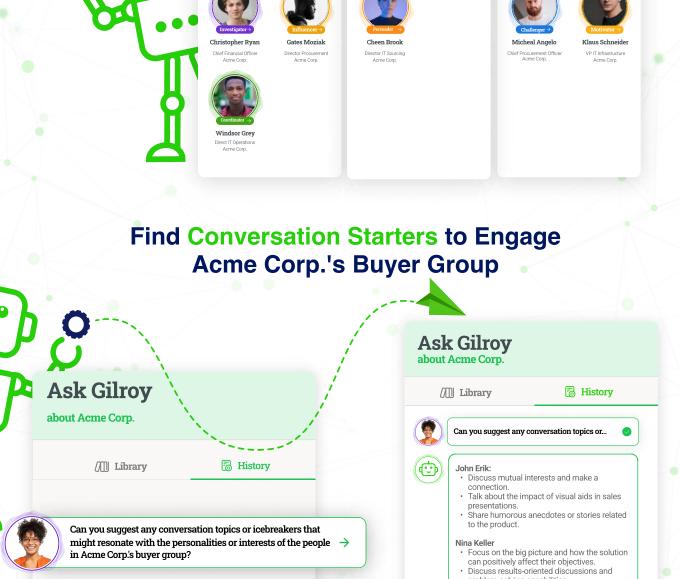
Ask Gilroy

have clear details on pricing.

/ Library

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

Generate





Identify Who in the Buyer Group Aligns with Me?

Write an Email for Blockers

Generate

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

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

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

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

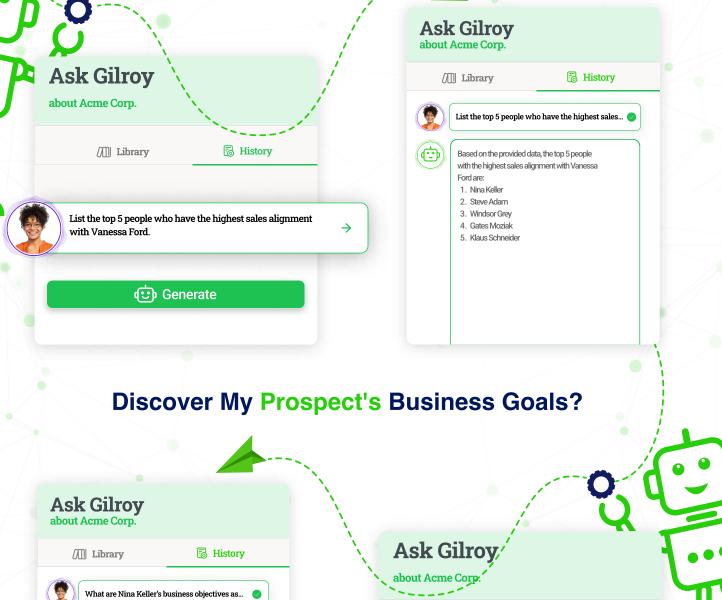
Developing Security Policies and Procedures: Nina may work on developing and implementing security policies, standards, and procedures to ensure compliance with industry regulations

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

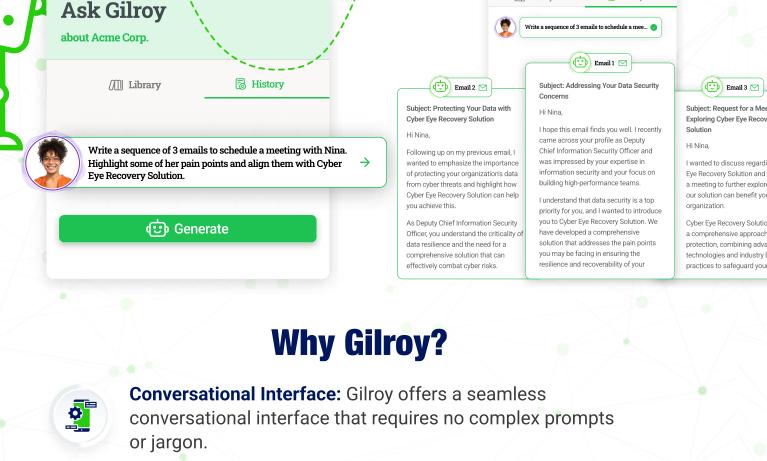
perfectly with Acme Corp.'s needs

Hi [Blocker's Name],

Ask Gilroy about Acme Corp



Craft a Three Email Sequence to Schedule a Meeting



information, providing you with precise and relevant details about your prospects and accounts.

No Information Overload: Gilroy efficiently combs through

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

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

faster.

Redwood City, CA 94065, USA.

time, and maximizing productivity. Available on www.xiginc.com 100 Redwood Shores Parkway, Suite 100 Google Play App Store