

THE STATE OF AI FOR SALES & MARKETING

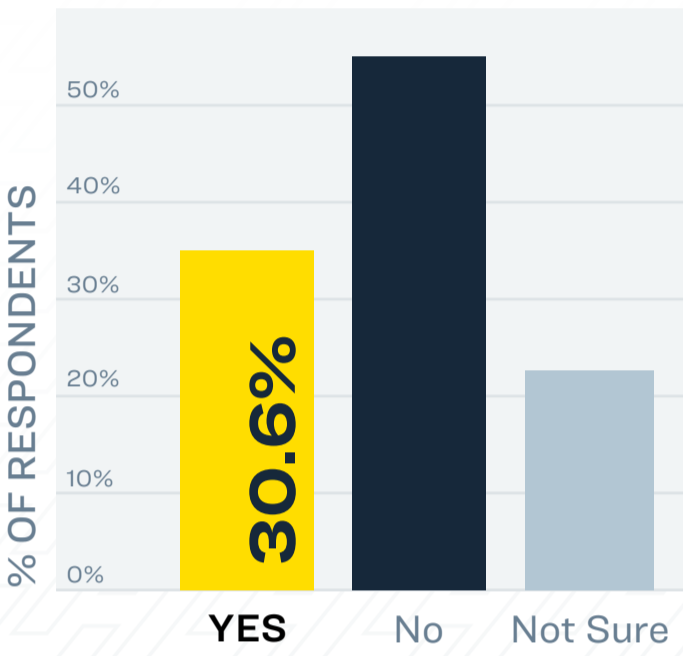
WHAT LEADERS NEED TO KNOW
ABOUT THE COMING AI REVOLUTION

ARTIFICIAL INTELLIGENCE(n.)

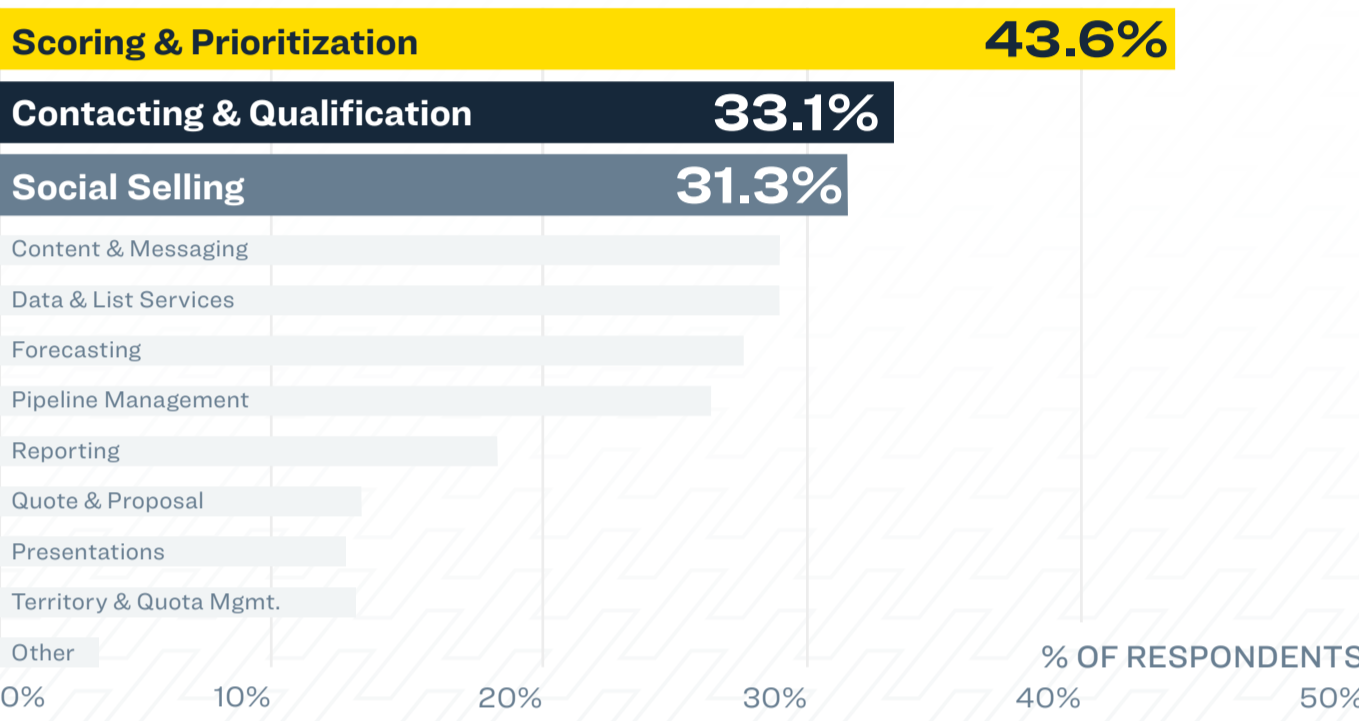
“AI is using a machine to understand past behavior in order to first predict, then potentially alter future behavior to produce more optimal outcomes.”

DAVE ELKINGTON | *Chairman of the Board, XANT*

WHAT PERCENTAGE OF COMPANIES ARE USING AI FOR SALES?



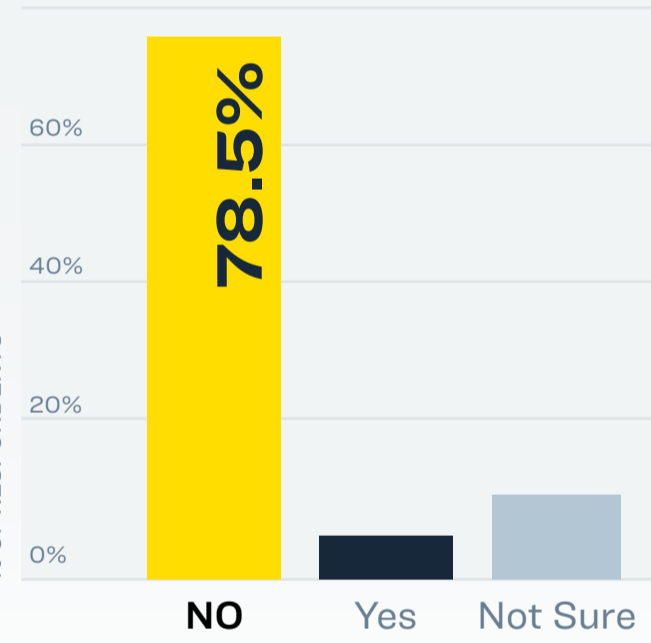
WHERE IN THE SALES PROCESS DO MOST COMPANIES USE AI?



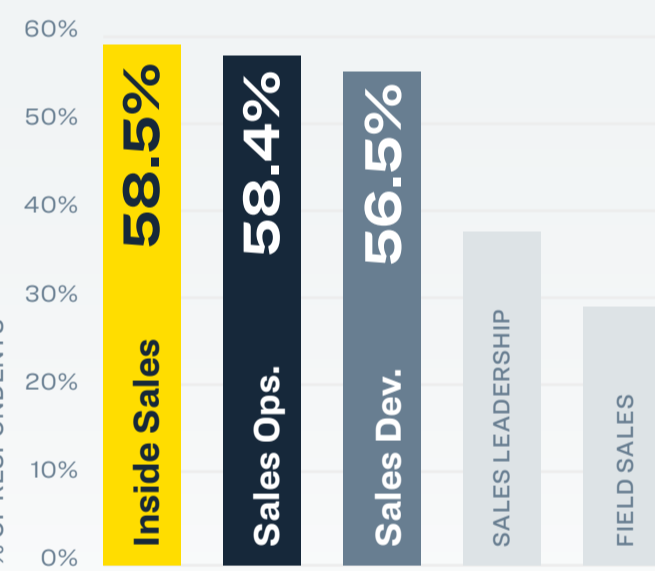
WHAT IS THE BIGGEST OBSTACLE FOR USING AI?



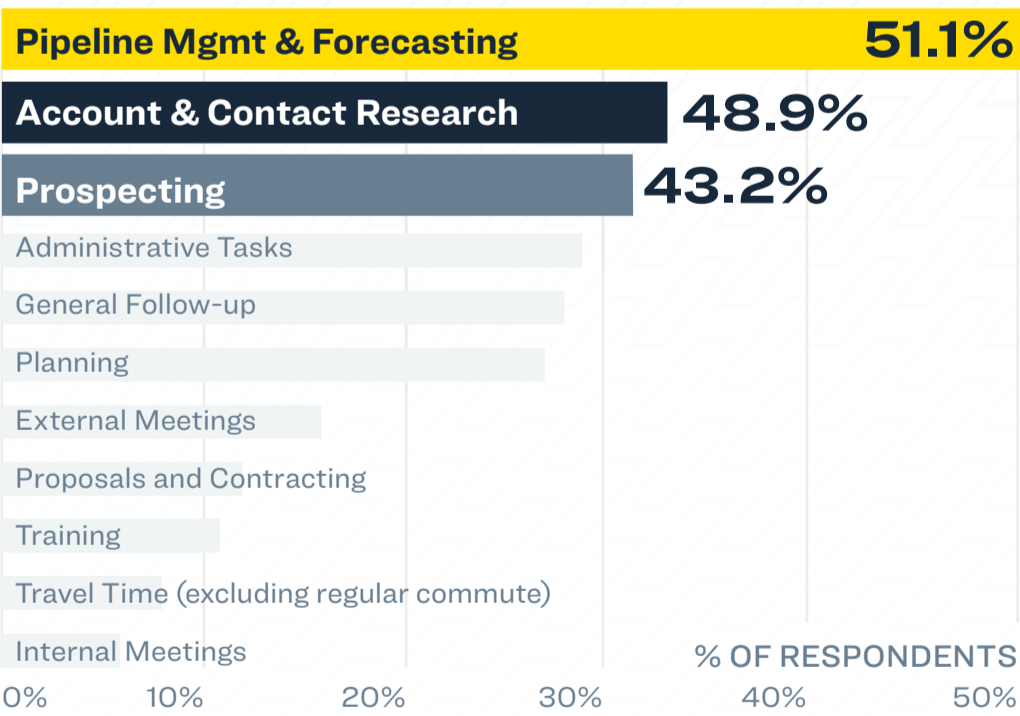
WILL AI REPLACE THE SALES REP IN THE NEXT FIVE YEARS?



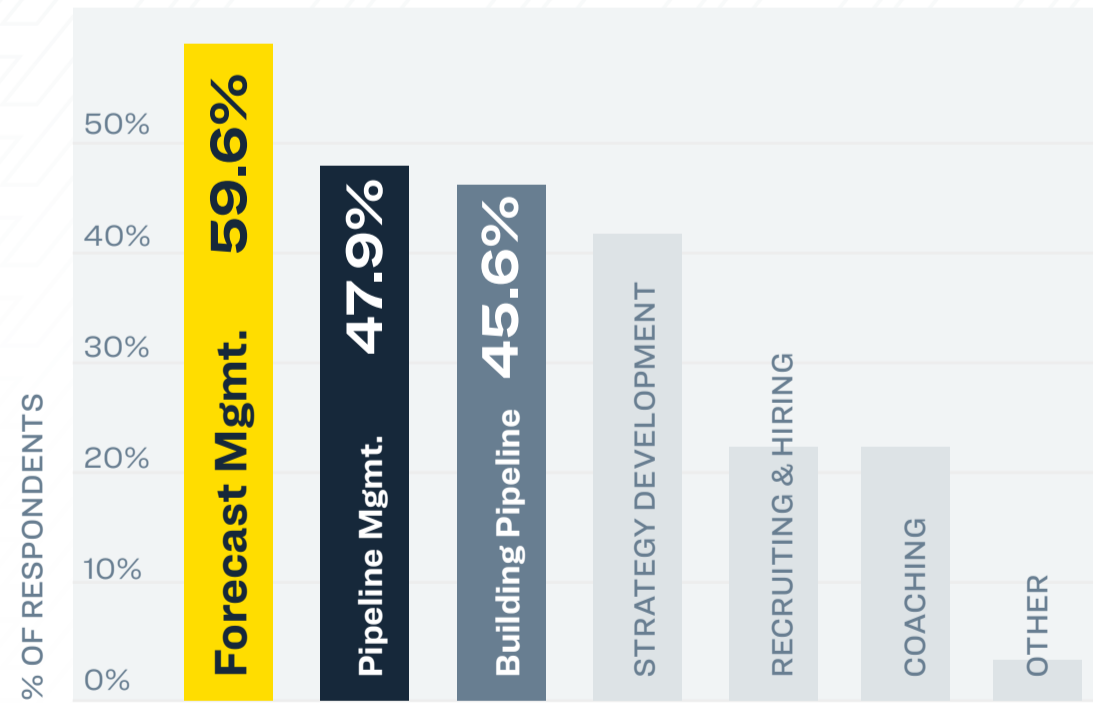
WHAT SALES ROLE WILL BE MOST IMPACTED BY AI?



WHAT SALES REP TASKS WILL BE MOST IMPACTED BY AI?



WHAT SALES MANAGER TASKS WILL BE MOST IMPACTED BY AI?



PLAYBOOKS

ARE YOU READY TO IMPLEMENT AI INTO YOUR SALES ORGANIZATION?

XANT sales acceleration technology uses artificial intelligence to build more pipeline and close better deals by discovering, prioritizing, engaging and managing your prospects.

SEE A DEMO >