

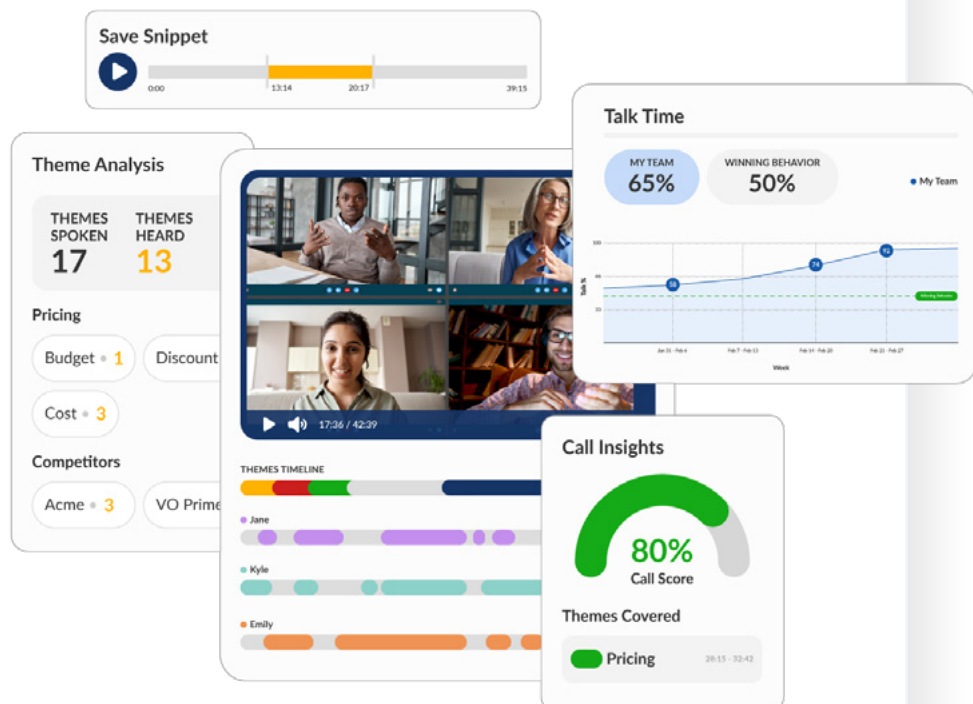
Conversation Intelligence from Menemsha Group

Analyze Call Performance and Correlate Field Results with Your Training Programs

When reps and recruiters swing and miss in the field, how do you know what went wrong, what to do next, and how to ensure future interactions produce better results? Staffing leaders and enablement teams need direct visibility into field performance so they can help reps and recruiters improve skills and win more deals.

Without this visibility:

- Candidates and customers go dark
- Sales cycles stall and deals are lost
- Managers react by pushing activity instead of strategically coaching skills and competencies to improve performance



With Call AI, Staffing Leaders Can



Coach

Coach reps on deals and skills based on insights from actual conversations



Leverage

Leverage call moments and libraries in enablement programs or modules



Measure

Measure the true impact of readiness based on engagement, skill testing, and performance in the field

Call AI Capabilities

Call AI records, transcribes, and analyzes customer and candidate calls. This allows leaders to identify skill, knowledge, and communication gaps, deal execution obstacles, and examples of good or bad talk tracks. Video snippets and call insights from conversations are used to model winning behaviors, create and deploy training programs, one-on-one coaching, and training content that is based on the voice of the customer and candidate.

Call Recording

- Automatically record, transcribe, and analyze calls and web conferences
- Gain an understanding of the prevailing topics, themes, and next steps on a deal
- Relive highs and lows within every conversation through search and timeline analysis
- Utilize call scores generated through Menemsha's AI to assess rep performance in the field and identify areas of improvement quickly

Call Sharing and Collaboration

- Share key moments for team or manager feedback, or to build content for enablement programs
- Create time-stamped notes or leave comments by tagging people asking for their help on the deal or seeking feedback on the call



CRM Integration

- Automatically map interactions to CRM contacts, leads, accounts, and opportunities, providing deeper insight into the buyer's journey and correlating the impact of live interactions on revenue outcomes

Readiness Integration

- Identify skill gaps across the team and at the rep level to create programs or one-on-one coaching opportunities
- Incorporate teachable moments from live conversations into onboarding and training content
- Determine the effect of readiness programs on sales execution to improve future programs

Actionable Insights

- Derive actionable conversation intelligence insights that directly trigger multiple readiness workflows
- Inform programs, content, and Menemsha's Readiness Index Score to help go-to-market teams improve business outcomes over time

Call AI is a part of Menemsha Group's Revenue Enablement Platform.

Menemsha Group integrates industry-specific playbooks and training content for sellers and recruiters, coaching tools for staffing leaders and analytics to create a holistic, turn-key, sales and recruiter enablement solution exclusively for staffing and recruiting teams.



Menemsha Group's Revenue Enablement Platform Delivers Results



229%

Increase in Revenue per Rep



55%

Faster Ramp Time



47%

Increase in Team Quota
Attainment

See How Conversation Intelligence Can Help Your Team.

Call AI can prove to be an invaluable asset and tool to help your team be more efficient and successful. Book a demo today to see how Call AI is empowering recruiters with crucial data helping them succeed down the line.

[SCHEDULE A DEMO](#)