

Advanced Services

Zoom IQ for Sales

OVERVIEW

Zoom IQ for Sales is a conversation intelligence add-on for Zoom Meetings and Zoom Phone. It turns customer interactions into meaningful and actionable insights to improve seller performance and customer experiences. Customizable analytics dashboards help teams forecast and make evidence-based decisions, develop modern sales methodologies, and create messaging that resonates with target audiences.

Zoom's Advanced Services provides consulting, project management, solution architecture, and implementation of Zoom IQ for Sales to enhance CRM integrations and add-on configuration for Zoom Meetings and Zoom Phone.

- What we offer: Discover requirements and use cases
 - · Assign Zoom for IQ Sales licenses to existing meeting/ phone users via SSO or CSV upload
 - Consult and configure role and team management.
 - · Customize and configure account settings

- Integration with supported CRMs -Salesforce, Microsoft Dynamics 365, Monday, Hubspot
- · Assist in access and account customization disclaimers, recordings, dictionary, and conversations
- Configure Meeting, Deal and Marketing analytics

Customer Role:

- Designate a Primary and Secondary point of contact with authority to act on all aspects of the service being performed
- · Provide information, data and documentation as required for performing services
- · Provide project resources to ensure a successful deployment

Project Completion:

- Validation testing to ensure customer use cases are met
- Hypercare: Ten days of post Go-live Support
- Provide final documentation

zoom

Thank you for your interest in Advanced Services

For more information:

Email GS-Sales@zoom.us Visit zoom.us/en/global-services