

# Know & Manage Your Customer Better Solution(KMYC)! (Or SALES Enhancer )




Significantly Boosts your Sales & After Sales Results with  
your customer



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# What is The SALES Enhancer (KMYC) Solution All About?

- Unique & Accurate Customer PERSONALITY & MOODS😊 Profiler.
  - It is Based on Simple LinkedIn Link as Input & Powerful AI based Analytics . 
  - It Uses Adaptive SALES Approach to get 30-50% Gains in SALES!
  - Much ahead of the Current Competition in terms of Details & Accuracy!
- \* KMYC = Know & Manage your Customers Better

# The SCIENCE & LOGIC Behind KMYC = Adaptive SELLING

- It is a Customizing the approach of SALES teams when dealing with a potential customer, taking into account their Individual personality and behavior.
- Highly focused approach to SELL based on Personality & Moods of the Customer!
- Responds to the Customer Personality best, be it emotional, art loving, data or graphs loving etc for better connections.
- Significantly Increases the Customer Conversion Rates based on RESEARCH backed by data for ADAPTIVE SALES!



# Why SALES Enhancers or KMYC Report are Needed By SALES People?

- The solution helps you in Much better and efficient communication
- It Guides You from the Very INITIAL (usually the most important) SALES communication to the Final CLOSING and After SALES.
- Lesser SALES Cycles and Time is needed to close SALES.
- 30-50% More volumes of SALES Possible



# What are the BENEFITS of SALES Enhancer (KMYC )Solution? - 1

- It helps you to boost your Pre-sales and After-sales by at least 30%.
- It gives you a Quick and Accurate enough Feel of Personality of any Customer or company based on the LinkedIn profile.
- It tells you how Best to engage with the Customer.
- Be it Initial Connection, Demo, Communications, Negotiations or Pricing!
- You get More Fulfilling Relationships with the Customer .



## What is the USP for our SALES Enhancer (KMYC )Solution?-

- Much Higher Accuracy, Details, Personalization & Active support than any competitor.
- So are the Prices Lower than competitors!
- Expect at least 30-50% scoop over a period of time.
- Unique Feature of Daily Moods along with Personality profiling significantly enhancing the SALES than any other Report!



## Some of Our Esteemed Customers Who Got benefitted by Our SALES Enhancer Solution?-

- DELL Computers SALES team was Highly impressed by our solution and intend to get engaged by the next quarter.
- Siemens Electric – SALES Guy utilized to scale his Sales over 30%
- Divum Corporate Services Bangalore utilized our solution Successfully for their SALES targets.
- Many more Customers using it & are getting benefitted !





## APPENDIX

- **How in two Simple Ways You could Use SALES Enhancer(KMYC)?**
  - **What Kind of Reports you Get in SALES Enhancer(KMYC)?**
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## Two Simple ways You Could Use the SALES Enhancer(KMYC)

- **DIRECT MODE =>** Simple Go to a Link, Fill up the form and get the report for any Customer !
- **CONTINUOUS MODE =>** You simply share the Customer List for the Month or Fortnight , just ONE TIME, and get ALL Customer Reports in Bulk ,in ONE GO!

# Typical Input Form Needed to Get the Customer Profile etc in the KMYC (SALES Enhancer) ?

## Profile Link \*

Enter Linkedin Profile Link

Enter the public profile link on linkedin.

## Customer's Name and Gender

### First Name \*

Enter First name

### Middle Name

if no middle name, leave empty

Enter Middle Name

### Last Name \*

Enter Last name

Enter name as given on linkedin.

### Gender \*

☐ Male ☐ Female ☐ Other

# Typical Sample Output of the KMYC (SALES Enhancer ) Report - 1?

## KMYC Report includes:



### The Core Personality of the Customer

What would be the core personality of the customer, his basic nature and tendencies



### How to Best Communicate with Them?

Communication is the key in sales. Which communication guidelines/tips you should take notice.



### How to give Demo to the Customer?

Which presentation styles would click the most based on the personality of customer.



### How to Best Negotiate With Them?

Negotiating can be the tricky part. How to deal with this critical part?



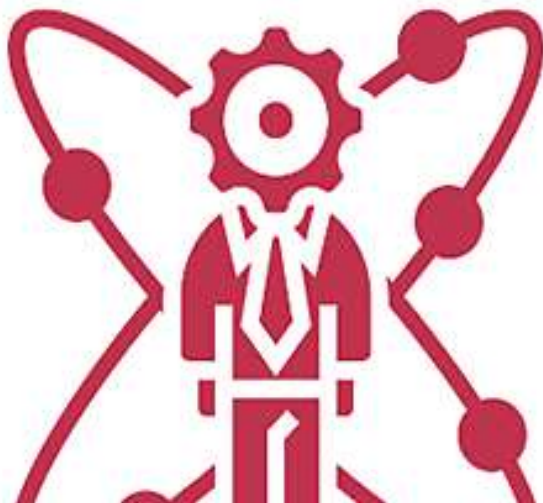
*Your Report is ready.*

*You have 9 sales reports remaining for this Month.*

## Typical Sample Output of the KMYC (SALES Enhancer ) Report? - 2

Ni [REDACTED] Ka [REDACTED]

### The CORE Personality Profile:



One may find that their ambition and pride is very important for them. If this is taken care of in the proper manner with regards to anything presented to them, is bound to be a hit. One may find them quick and intuitive to grasp any idea.

*A few More Important Traits of the Personality (as personality is a Large Spectrum thing for any Human being :))*

They have an independent nature and one may find them a bit authoritarian at times and also sometimes a bit directive :) in approach.



## Typical Sample Output of the KMYC (SALES Enhancer ) Report – 1a?

### How to best CONNECT to them ?

Being the I-type personality, they would love a warmer and friendlier connection.

Instead of being transactional in approach an open and emotional approach would work out much better.

## Typical Sample Output of the KMYC (SALES Enhancer ) Report? - 3

How to Best Communicate with Them?:

Communicating to them with confidence and with a specific goal in mind would help. The communication to them should be caring and sensitive.

*A few More Important Suggestions in Regard to How to Communicate More Effectively to Them:*



# Typical Sample Output of the KMYC (SALES Enhancer ) Report? - 4

How to Most Effectively Give Demos to Them?:



The presentations should be dignified with not too many colors or only black and white. Some philosophical or larger than life connection would be liked by them in general. Yes, they will naturally like new ideas and appreciate them in the presentations and demos. And so would they like some color as well, but not too much.

***A Few More Important Suggestions on How to Give Better Demo's to Them:***

Don't mind their original questions or any tendency to dominate while you are





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