



WEBINAR PACKET

What's the Cost of Missing an Email?

Tired of losing track of emails and missing out on opportunities? Join us to learn how you can transform your team's communication and drive revenue growth with Hiver.



Tuesday

29 August 2024



Starts At

1:00PM AEST



CO-PRESENTED BY



AGENDA



TIME	SEGMENT	ACTIVITY	SPEAKER
5 minutes	Introduction	<ul style="list-style-type: none">• Explaining the problem of missed emails and their financial impact on businesses• Highlighting industry data on the cost of email mismanagement and missed opportunities and how shared inboxes can address these challenges	First In Field Host
15 minutes	Hidden Costs of Email Chaos	<ul style="list-style-type: none">• Exploring common scenarios where emails are missed or mishandled (e.g., customer inquiries falling through the cracks, missed deadlines, internal miscommunications), and discussing the financial implications of these errors (e.g., lost sales, damaged customer relationships, operational inefficiencies)	Hiver Speaker
15 minutes	Shared Inboxes: The Revenue-Boosting Solution	<ul style="list-style-type: none">• Defining shared inboxes and how they differ from traditional inboxes• Explaining how they centralize communication, improve visibility, and streamline workflows through a Hiver product walkthrough	Hiver Speaker
10 minutes	Success Stories/Real Numbers	<ul style="list-style-type: none">• Sharing real success stories from Hiver users	Hiver Speaker
10 minutes	Q&A	<ul style="list-style-type: none">• Opening the floor for questions from the audience	First In Field Host
5 minutes	Closing	<ul style="list-style-type: none">• Sharing key takeaways and exclusive perks for attendees	First In Field Host

SPEAKER SPOTLIGHT

He is an award-winning global growth leader in the B2B SaaS and technology space with 15+ years of experience in demand generation, digital, product marketing, field marketing, and business development.

He enjoys the most complex part of his job, i.e. offer predictability and scalability to growth efforts. Be it inbound, outbound sales development, events, or digital marketing, he has been able to successfully orchestrate them in generating leads and acquiring revenue across North America, UK, India, Middle East, Africa, ASEAN, and ANZ markets.

In his current role, he is responsible for the pipeline and growth. He is an active and featured speaker on the Marketing (digital, funnel, regional), CX, and ITSM topics in business, as well as in academia.

Vishal Chopra

Chief Growth Officer, Hiver



SPEAKER SPOTLIGHT

He is a budding sales leader with a proven track record in community building, sales leadership, and customer relationship management. His efforts in the SaaS industry have significantly impacted revenue growth, strategic account expansions, and community engagement. His ability to nurture and maintain customer relationships, combined with his leadership in sales teams and community initiatives, highlights his comprehensive skill set and dedication to achieving excellence in his field.

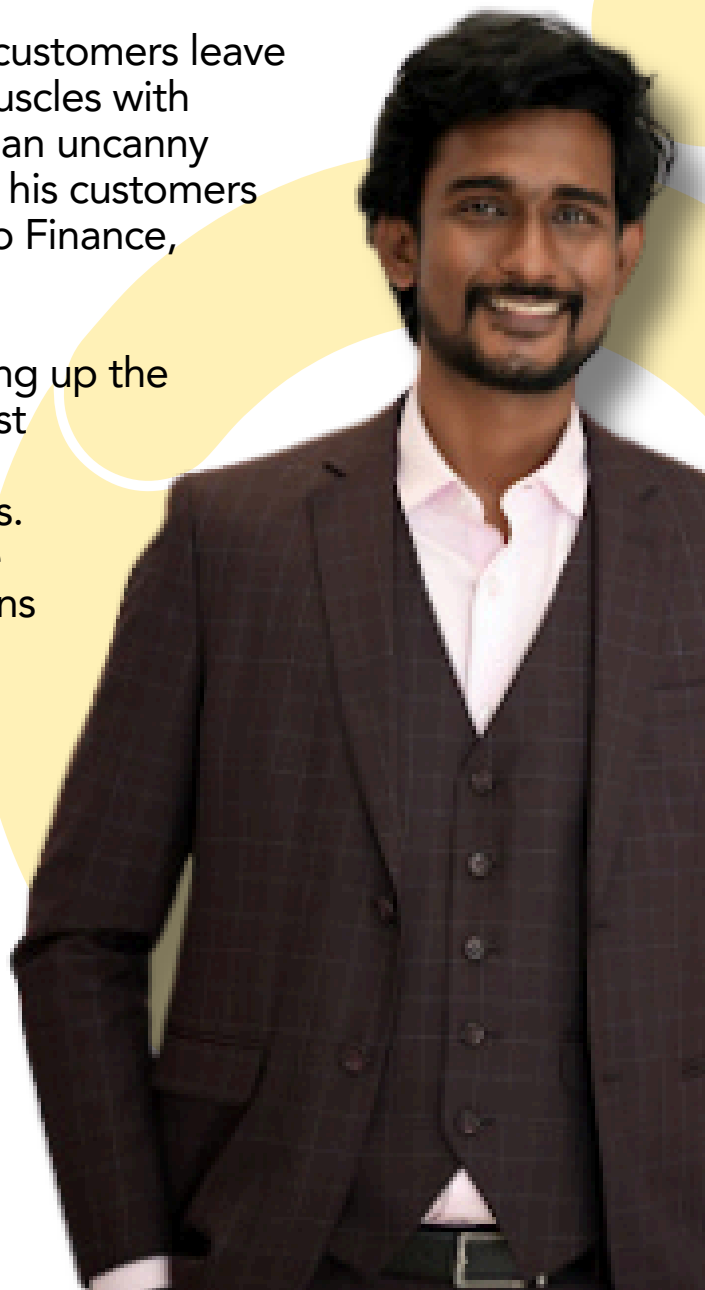
He prides himself on ensuring that all his customers leave with a smile on their face! He flexes his muscles with deep domain expertise, pop culture, and an uncanny way to brighten up the room. No wonder his customers affectionately called him Iron Man of Zoho Finance, in the early days of his career.

At Hiver, he played a pivotal role in shaping up the entire revenue engine. From being the first AE in the company to being the first AM, he's been involved in all revenue functions. Customer relationships spanning over the years, and seeing almost all the interactions of Hiver — he's as good as a walking, talking Hiveropedia.

Talk Hiver to me, is not what he wants on his tombstone.

Raghav Shankar

Enterprise Account Manager, Hiver



We look forward to having you!

For any questions, please reach out to
Pauline Antonio at pauline@enterapj.com or
Deepa Keen at deepa.k@hiverhq.com.

CO-PRESENTED BY

