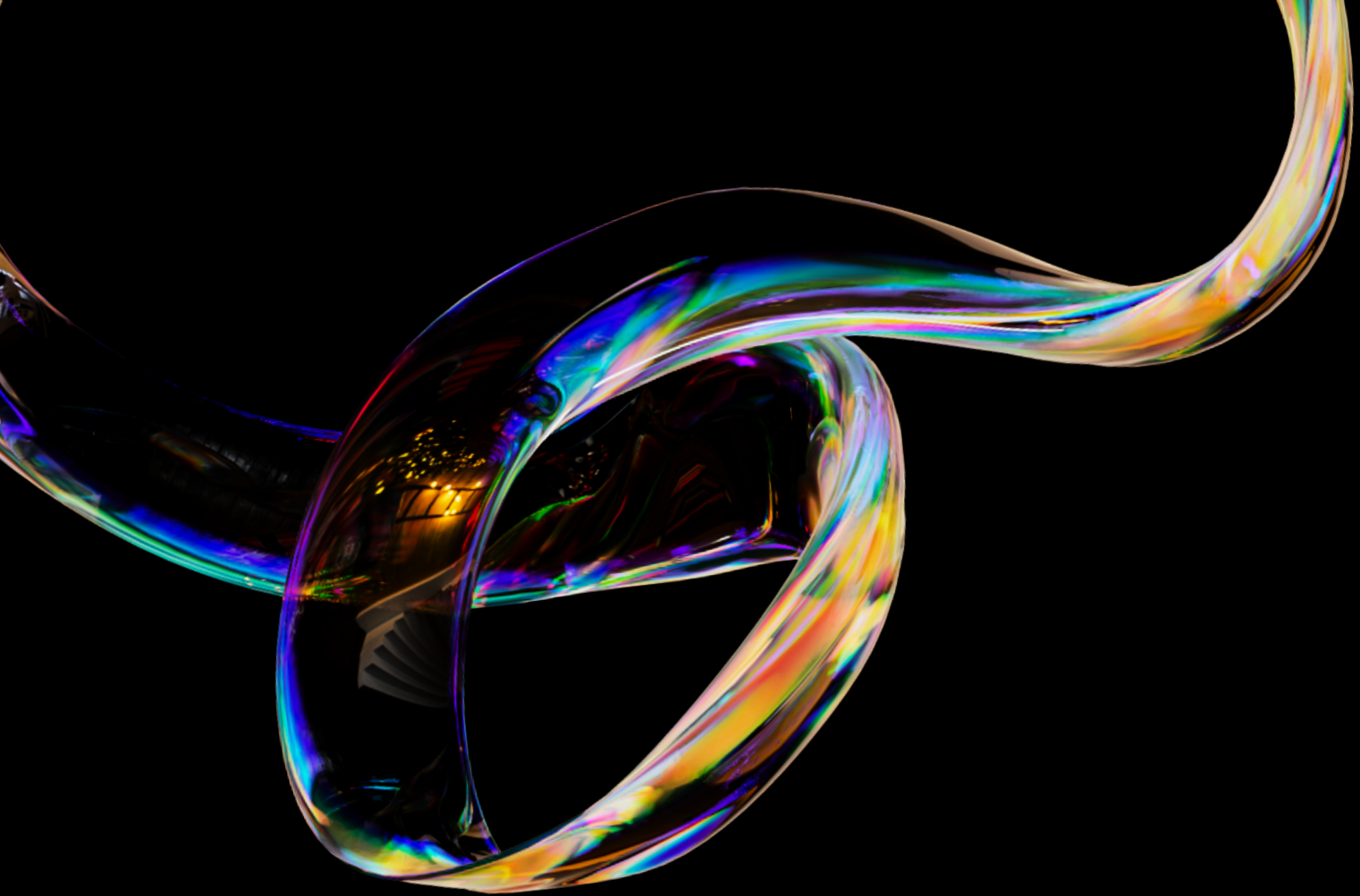




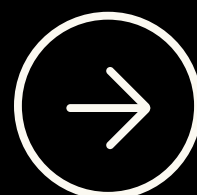
Turning client interactions into
actionable insights for sales leadership

 www.almaintel.com

 contato@almaintel.com



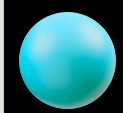
KEY SALES CHALLENGES TODAY



Lead Allocation

Leads are assigned without strategic filtering, reducing win rates

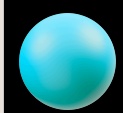
Random allocation prevents top prospects from reaching the right reps



Insight Integration

Lessons from client conversations aren't woven into training programs

Critical insights vanish when there's no structured knowledge share



Metric Depth

Emphasis on simple metrics (e.g. conversion rate) overshadows qualitative cues

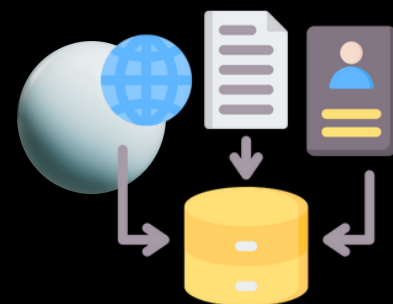
Sales teams miss the context that drives meaningful engagement

EMPOWERING SALES WITH BAYESIAN-DRIVEN SOLUTIONS



Strategic Sales Reporting

We deliver tailored reports to sales leadership and frontline teams by clustering client interactions to uncover behavioral patterns, evaluating the effectiveness of different sales approaches, and using Bayesian inference to calculate success rates by customer profile.



Intelligent Lead Distribution

We continuously collect and analyze conversation data, apply Bayesian models to score each lead's conversion probability, and route opportunities according to your existing business rules—boosting revenue without disrupting your workflows.



Cross Intelligence Integration

We feed our interaction-based insights into your broader analytics ecosystem, aligning Bayesian lead-scoring and behavioral clusters with marketing campaigns, product design priorities, hiring criteria, and in-company training programs for a unified, data-driven organization.



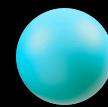
SUCCESS CASE

A leading medical education provider in Brazil with over \$30 million in yearly revenues struggled to scale its lead engagement and follow-up processes across thousands of prospective students. Disparate communication channels, manual lead assignment and no systematic capture of conversation insights resulted in low conversion rates and lengthy sales cycles.

By embedding our Bayesian inference layer into Infobip's messaging workflows, we automated daily clustering of student interactions, scored each lead's likelihood to enroll and routed them to the optimal sales representative under existing business rules. Simultaneously we generated executive reports on approach efficacy, customer profiles and performance patterns.

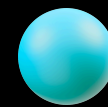


ONBOARDING PROJECT



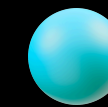
September

Kick-off with key stakeholders, define objectives and success metrics, map data sources and finalize the integration blueprint.



October

Ingest and anonymize interaction data, cluster behavior patterns and train the Bayesian inference engine, then validate initial predictions against sample workflows.



December

Deploy the inference layer into the live platform, enable real-time lead scoring and routing, monitor conversion and engagement metrics, iterate on model parameters.



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