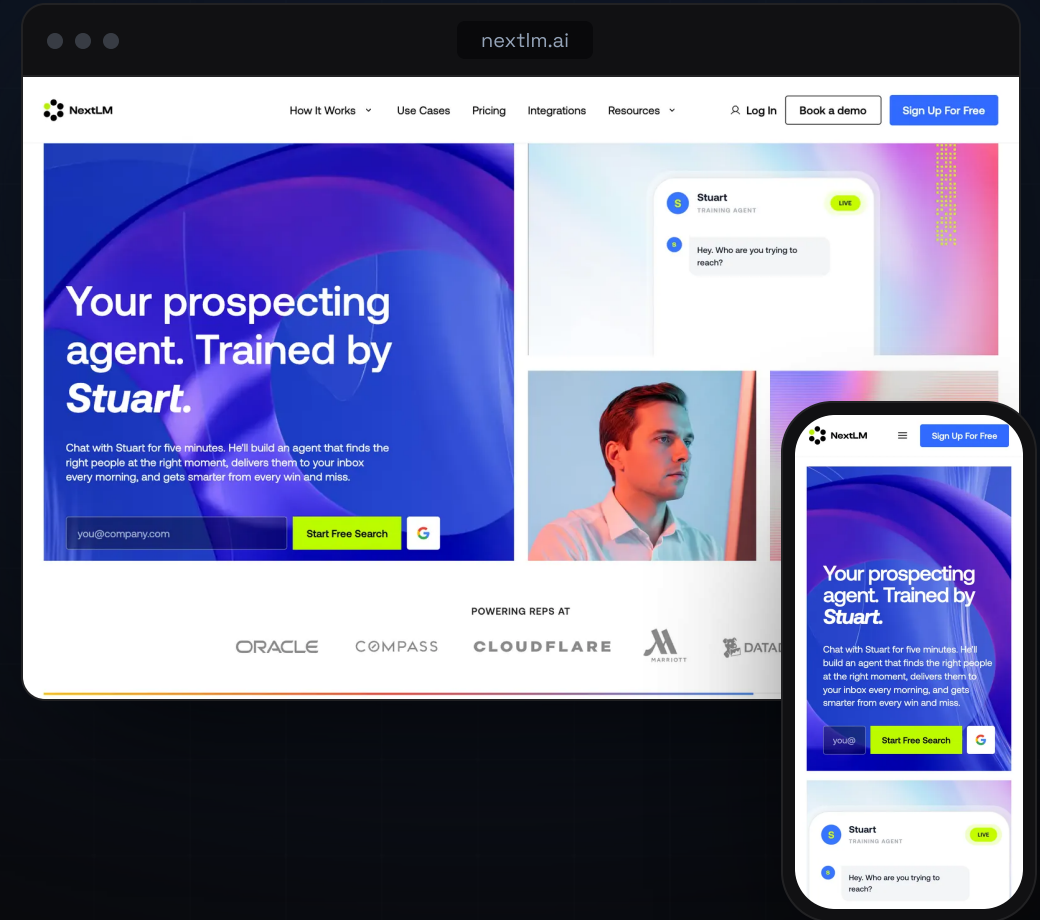


NextLM · Sales intelligence

Prospects that show up before you go looking.

A prospecting agent that learns who a rep wants to reach in a five-minute chat, reads billions of third-party intent signals overnight and drops a ranked list of in-market buyers into the inbox every morning.



The challenge

THE CLIENT

A US revenue intelligence company selling to B2B sales teams who are tired of cold lists, stale contact databases and reps spending half the week on research instead of conversations.

SECTOR

B2B sales & revenue tech

MARKET

United States, enterprise

DATA SCALE

35B signals a day

Lead lists went cold before anyone called

Static databases showed who fit the profile, not who was actually shopping. Reps burned their best hours dialling people with no reason to talk.

Intent data was big, noisy and expensive

Third-party signals arrived by the billion. Without serious filtering, the useful ones were buried under bots, job seekers and competitors.

Setup took weeks of ops time

Traditional tools needed ICP workshops, filter trees and a RevOps person to babysit them. Most teams gave up before the first good lead.

Nothing learned from the outcome

Whether a lead closed or ghosted, the next day's list looked exactly the same. There was no loop between results and targeting.

An agent that does the research, so reps can do the selling



Onboarding by conversation

Reps chat with Stuart, the onboarding agent, for five minutes. He asks the right questions and trains a personal prospecting agent from the answers.



Signal filtering at scale

A multi-stage pipeline scores behavioural, social and firmographic signals and discards noise before a single name reaches the rep.



Morning delivery

Scored and ranked prospects arrive in the inbox or CRM each morning with the context behind every pick. Set it once and it keeps running.



A loop that sharpens

Wins and misses flow back from the CRM, and each agent re-weights its own model so tomorrow's list is better than today's.

HOW IT WORKS

From a five-minute chat to a daily pipeline

Four stages between the first conversation and a booked meeting.

01

Rep briefs the agent

Target accounts, roles and buying triggers captured in plain language, no filter trees.

02

Signals collected

Billions of daily web, social and company-activity signals ingested and de-duplicated.

03

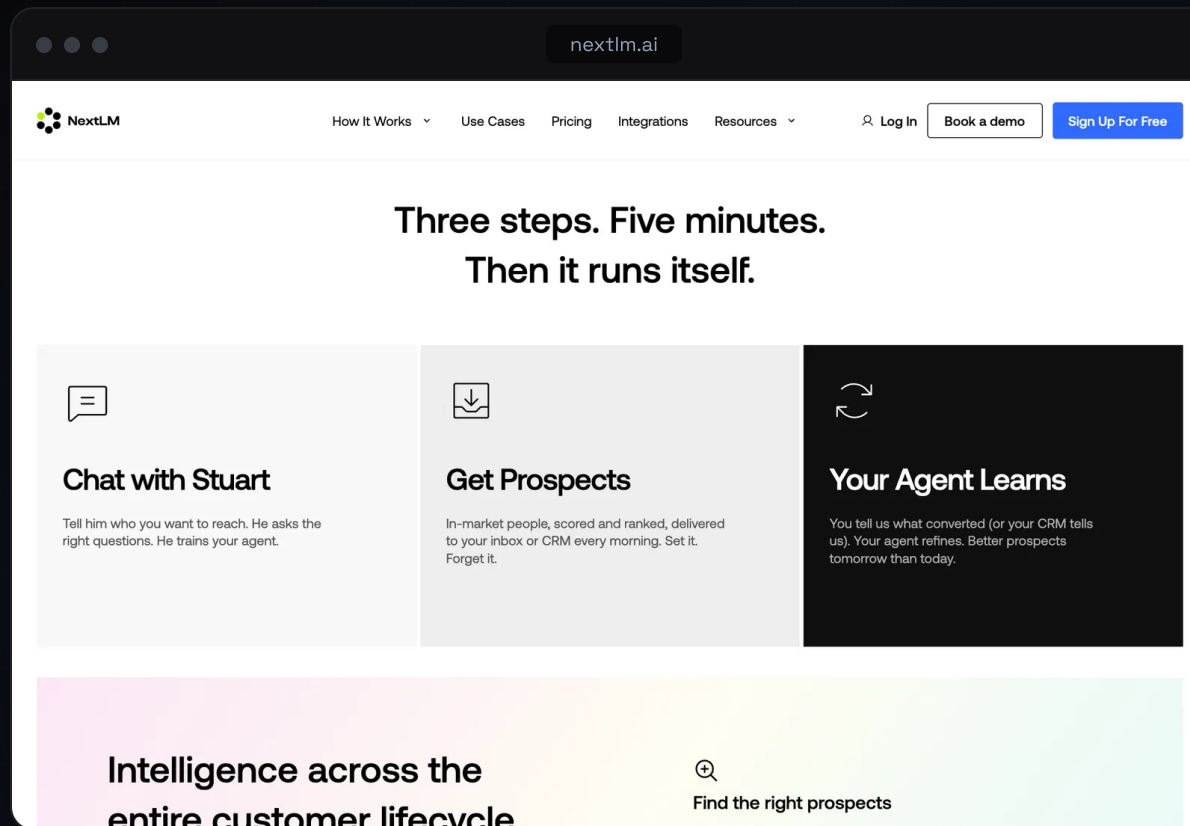
Scored and ranked

Each prospect scored for fit and timing, with the reason attached so reps know the opener.

04

Delivered and learned

Leads pushed to inbox or CRM, outcomes fed back to retrain the agent overnight.



STACK

LLM ORCHESTRATION

GOOGLE A2A PROTOCOL

VERTEX AI

PYTHON

BIGQUERY

REACT

What changed after launch

RESEARCH TIME

-70%

less time spent building prospect lists per rep

REPLY RATE

3.1X

higher than the team’s previous cold outbound

ONBOARDING

5 min

from sign-up to a trained, working agent

SIGNAL VOLUME

35B

intent signals processed every single day

Figures reflect pilot customer averages during the first quarter after launch.

BEFORE

Reps pulled lists from a static database, guessed at timing and spent hours researching every account before a single call.

AFTER

A trained agent delivers in-market buyers each morning with the reason attached. Reps open the inbox and start conversations.

Let's build your next AI revenue engine.

An AI-first software company shipping production apps and AI agents for startups and enterprises in fintech, healthcare, commerce and education. Book a free call and get a fixed estimate within 3 hours.

ISO 9001:2015

ISO 27001

CMMI LEVEL 3

AI-FIRST DELIVERY

BOOK A FREE CALL

sajaltech.com

contact@sajaltech.com

+91 8440898969

DELIVERED IN THIS ENGAGEMENT

- ✓ Conversational onboarding agent
- ✓ Intent signal scoring pipeline
- ✓ CRM sync and feedback loop

nextlm.ai ↗