

Agentic AI is revolutionizing sales by enabling autonomous personal agents to work alongside human sales reps, identifying, nurturing, and closing deals across channels. This ...

In today's dynamic business environment, decision-making in sales and marketing is shifting from reflective to reflexive, leveraging real-time data and AI to enable immediate, context ...

Batteries accounted for 53.84% of the 2025 energy storage market size, anchored by LFP and growing sodium-ion volumes, while hydrogen storage is forecast to expand at a 38.50% ...

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The global energy storage market is poised to hit new heights yet again in 2025. Despite policy changes and uncertainty in the world's two largest markets, the US and China, the sector ...

In the face of decreasing access to buyers, sales organizations often increase the volume of their sales outreach, hoping that more times at bat will result in more hits. While this can produce ...

Based on the Energy Storage Innovation Map, the Tree Map below illustrates the impact of the top 10 recent trends in energy storage. AI algorithms analyze energy storage data to highlight ...

AI assistants are transforming sales by acting as digital coaches, analysts, and advisors to salespeople. They analyze sales pitches and provide personalized feedback, helping salespeople ...

Conventional wisdom in B2B sales says channels should line up with the buying stage. Digital channels (such as websites) build awareness and educate potential customers at scale. ...

A conversation with researchers Tim Gardner and Colin Wong on how salespeople game the system.

Despite advances in AI and digital tools human expertise remains crucial for complex and high-stakes purchases, where salespeople help buyers navigate ambiguity and build trust. Because ...

Based on combined sales data from Q1 to Q3 2024, Sigenergy captured a 24.3% market share -- a testament to the company's rapid rise and leadership in clean energy innovation. The 5-in ...

We compile this information into this report, which is intended to provide the most comprehensive, timely analysis of energy storage in the US. The US Energy Storage Monitor is offered quarterly in two ...

The business case for storage will be built around the capacity market and energy arbitrage, including through a new dedicated platform launched by Terna where storage owners will be able to sell "time ...

The US Energy Storage Monitor is a quarterly publication of Wood Mackenzie Power & Renewables and the American Clean Power Association (ACP). Each quarter, new industry data is compiled into this ...

By 2025, analysts predict the new energy storage equipment sector will balloon into a \$33 billion circus, generating enough juice to power 10 million homes annually [1].

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