

Title: Conversation sentiment analysis and profile matching rate analysis

Abstract:

When doing business, searching for new customers is essential for the growth of companies. And in the current digital era, social media like LinkedIn is a good platform for companies to find potential clients. Copilot AI aims to implement AI technology to make this task easier. There are two projects that aim to accelerate two different steps in finding new customers. Firstly, users need to build conversations with potential customers, NLP is very useful in analyzing these online dialogues. Our goal is to build a classification model which can predict their interest level based on their textual reply. Secondly, users still need to choose whom to talk to before reaching out to them. Since there is a massive number of users on social media, we analyzed personal profile data to build a prediction model that can predict their interest levels.

Team composition:

Advisor: Wang Qingchen

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Corporate partner introduction:

Copilot AI is a SaaS company that uses A.I. and rich social data to connect businesses with customers in a whole new way. Copilot AI is a lead generation solution that helps businesses streamline processes related to sales prospecting, opportunity targeting, campaign generation and more. It evaluates and suggests improvements for an organization's social media profiles, facilitating online presence across various digital channels. Copilot AI also allows businesses to target leads by examining profiles of prospects and identifying commonalities with existing customers. It uses artificial intelligence (AI) technology to engage leads through personalized messages and categorize/prioritize them based on responses. Additionally, users can create and run multiple campaigns to conduct A/B testing for new markets. It helps get quality conversations, scale sales operations, build relationships and tap into possibilities across LinkedIn. The aim is to enrich growth strategy by tapping into the power of LinkedIn with Copilot AI. Get better quality connections and conversations faster.

項目名稱: 會話情感分析和領英個人資料匹配率分析

摘要:

在商界，尋找新客戶對於公司的發展至關重要。而在當前的數字化領軍的時代，像LinkedIn這樣的社交媒體是公司尋找潛在客戶的最佳選擇之一。Copilot AI旨在實施AI技術以使這項任務更容易。我們幫助Copilot AI完成了兩個項目，從兩個角度來

加速尋找新客戶。首先，用戶需要與潛在客戶建立對話，自然語言分析（NLP）在分析這些在線對話時非常佔有優勢。我們的目標是建立一個分類模型，該模型可以根據他們的文本消息來預測他們對該崗位感興趣的水平。其次，用戶在聯繫他們之前還需選擇與哪些潛在客戶交談。由於社交媒體上有大量用戶，我們分析了領英個人資料數據，並建立了一個可以預測他們對崗位感興趣概率的模型。

團隊成員：

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合作公司簡介：

Copilot AI 是一家擁有豐富的社交數據並施以人工智能方法做分析的 SaaS 公司，它正以全新的方式將企業與客戶聯繫起來。Copilot AI 旨在為企業提供尋找潛在客戶的解決方案，該模型可幫助企業明晰銷售前景、抓住潛在機會等，並簡化相關的流程。它也會對各企業的社交媒體資料進行評估、提出改進意見，幫助完善企業各類數字渠道。Copilot AI 還將賦能企業通過瀏覽潛在客戶的資料、確定與現有客戶的共性來定位潛在客戶。它使用人工智能技術通過個性化定制的消息來吸引潛在客戶，並根據對方的回應對其進行分類、優先級排序。此外，用戶可以創建和運行多個對話來針對新市場進行 A/B 測試。它有助於獲得高質量的對話，擴展銷售業務，建立關係並挖掘整個 LinkedIn 在市場上的可能性，最終利用 LinkedIn 的力量來豐富潛在客戶增長戰略。