A virtual worker for your customer accounts.

A virtual worker that looks after your customer accounts beside your team, and treats each account as a relationship, not a transaction. People and virtual workers share the accounts, work toward the same objectives and use the systems your company already runs.

Your customer

Their own objectives, for the relationship and for each conversation

CONTACTS

- Buyer
- Engineer
- Purchasing
- Decision-maker

ON ANY CHANNEL

Phone · Email · Web chat · Text · WhatsApp

They deal with the same named worker each time, in their own language, and never repeat themselves when they switch channel or speak to a person.

Your account team

People and virtual workers together, with objectives for each account, each with an owner and a time frame

PEOPLE

- Rep
- Manager
- Client operator
- Customer service

5 Each works from a live desk made for their job.

Asks for decisions, hand-offs

Decisions, nudges, work given out

2 VIRTUAL WORKERS

- Morgan — Key accounts
- Riley — Dormant accounts
- Avery — New leads

4 Assisted in business hours · Automated after hours

3 **Sage, the coordinator** — Watches, coaches, chases, reports

Tess — the data steward

Your company

Goals and priorities for the business, and the systems it runs

SYSTEMS IT RUNS

- CRM
- Quotes and pricing
- Orders (ERP)
- Inventory and purchasing
- Delivery
- Support and service
- Calendars and email
- Product library

Reached only through controlled access, with the limits checked outside the model.

1 **Every conversation works toward three sets of objectives**: your company's, your account team's and the customer's, with a rule for when they conflict. **One memory for each account** holds every conversation, promise, quote and order, whoever the customer spoke to and on whichever channel.

FIVE IDEAS, NUMBERED IN THE PICTURE

1 Three sets of objectives

Your company's, your account team's and the customer's. Promises made are kept and tracked.

2 Named workers own their accounts

Each account belongs to one worker. Clones clear a backlog; customers only see the name.

3 Sage and Tess

Part of every deployment and always on. Sage coordinates the team. Tess loads and checks your data.

4 Automated after hours

Assisted in business hours, automated after hours under tighter limits, paused outside every window.

5 A desk for each job

Reps, managers and client operators each have a live desk to decide, give out work, oversee and talk.

The four guides: **The desks** · **Intelligence and prospecting** · **Channels and compliance** · **Quality and the learning loop**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Hand out the work. Keep the decisions.

A virtual worker changes who does the work, not who decides. Each kind of work moves along a scale at its own pace, and you choose when it moves.

FOUR WAYS TO RUN ONE KIND OF WORK



A person does it

Today

DOES THE WORK
Your people do every step: answer, research, quote, follow up and update the records.

DECIDES
The person.

FOR EXAMPLE
A salesperson follows up quotes by hand, when there is time.

Hand out

Assisted, asks first

DOES THE WORK
One person hands kinds of work to named workers. Each worker runs clones to clear a backlog.

DECIDES
The person, on every commitment.

FOR EXAMPLE
The worker drafts every quote follow-up, and the salesperson approves each one.

Partial automation

Assisted, within limits

DOES THE WORK
The worker does the routine alone and asks the named person for anything above its limits.

DECIDES
Your price rules and limits. People decide what is above them.

FOR EXAMPLE
Every quote is followed up on the promised day. A bigger discount goes to the sales lead.

Full automation

Automated

DOES THE WORK
The worker runs the whole process under tighter limits. People see the results and the exceptions.

DECIDES
Your rules. People only for exceptions.

FOR EXAMPLE
After hours it answers enquiries, takes order requests and books callbacks for the morning.

Each kind of work moves along the scale when its scorecard shows it is ready. Every move is your decision.

THE REP'S LOOP, BESIDE THE WORKERS

Decide
Approve, offer something else or Escalate what the workers ask.

→

Give out work
Tick many rows or drag them onto a worker. Each is checked first.

→

Oversee
Every clone at work. Watch, listen, nudge, join or take over.

→

Talk
Each person on their preferred channel, briefed first, translated as you go.

→

Wrap up
Your outcome and next steps, beside Sage's debrief. Then the next person.

What Sage takes off a supervisor

Watching every worker and queue. Starting and stopping clones to match the work. Coaching a worker privately in a conversation. Chasing asks before they are late. The daily brief and the end-of-day summary.

What stays with people

Decisions above the limits, each person up to their own. Accepting lessons. Changing the set-up, prices and permissions. The stop switch. Sage escalates what she cannot settle at once.

More in: **The desks** · **Quality and the learning loop**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

What it is worth.

The return comes from four sources: faster answers, time given back to your people, promises kept on time, and cover outside business hours. A pilot measures each one in your own numbers, on the worker's scorecard.

WHAT THE RESEARCH SAYS

7×

Firms that answered an online enquiry within an hour were nearly seven times as likely to qualify the lead as firms that waited longer. Among firms that replied within 30 days, the first reply took 42 hours on average, and 23% never replied.

Harvard Business Review, March 2011: 1.25 million leads at 42 US firms, and an audit of 2,241 firms.

30%

of a sales rep's week goes on selling. The other 70% goes on work that is not selling.

Salesforce, State of Sales, sixth edition, 2024. 5,500 sales professionals.

61%

of B2B buyers prefer to buy without a sales rep, yet they still want a person for decisions about fit.

Gartner, June 2025. A survey of 632 B2B buyers, August to September 2024.

$95,000

is the median on-target earnings of a US manufacturing inside sales rep. In software it is $155,000.

B2B inside sales workforce report, October 2026.

AN EXAMPLE YOU CAN REDO WITH YOUR OWN NUMBERS

Input	Example	Where it comes from
People on the sales desk	4	Your team
Yearly cost of one person, with benefits	$114,950	The median above, plus 21% employer costs
Share of the week not spent selling	70%	Salesforce, above
Share of that work the worker takes on	25%	Assumed for one small process
Quotes sent a month	120	Your records
Average order	$6,000	Your records
Extra orders when every quote is followed up on time	2 in 100 quotes	Assumed; the pilot measures it

Time given back to selling

4 people × 70% × 25% = 0.7 of one person's time, about **$80,500 a year**.

Extra orders

120 quotes × 2% = 2.4 more orders a month × $6,000, about **$173,000 a year** in orders.

Answers after hours

Enquiries that arrive in the evening or at the weekend are answered in minutes, not the next business morning.

An example, not a promise.

Every figure marked as yours or assumed changes with your business. The pilot counts the time the worker handles and the results your own systems confirm. The scorecard shows both, with promises kept, customer objectives met, mood from start to end, asks decided on time, hand-offs to people and lessons applied.

Worked examples in: **Industrial sales** · **B2B inside sales**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

What makes it different.

Many products can put a model on a website. These eight things are why a Corvair worker can be trusted with your customer accounts.

1 Three sets of objectives

Your company's objectives, your account team's for each account and the customer's own, including what they want but do not say, with a rule for when they conflict. Every conversation is scored on all three.

2 Every line sourced

A profile of every account, contact, product and competitor, each line naming where it came from. Approval only for what could be wrong. Ideal customers, list building and supply chains are built in.

3 Core instructions tuned for real conversations

Built from long experience with chat and voice assistants that add value. It stays on the objective, asks one question at a time, handles interruptions, and does not keep re-confirming what is settled.

4 Security in every layer

Defences against hidden instructions and misuse, from the first request to the reply. What a worker reads is never taken as an instruction. CVW itself holds the limits, and every reply is checked before anyone sees it.

5 Its own address and number

Each worker has its own email address on your subdomain and its own number for calls and texts, and company numbers cover the rest. Clones share them, so a backlog of 400 accounts clears without hiring.

6 Three desks on one frame

The Rep, Manager and Client operator desks share one frame and one phone. Records slide in beside the work, and a status mark on every avatar shows who is free.

7 Governed agency

Named workers own their accounts. Your formulas decide every price and date. Each person decides up to their own limit and escalates the rest. Asks have due times and backups.

8 It improves itself

Every conversation is scored and debriefed. Reviews find the top issues, a person accepts the fixes, and each change is tested first. Its own small decisions are measured against people's.

ALSO BUILT IN

One conversation across channels · A phone in the browser · Contact rules and consent · Checks when work is given · Assisted and automated modes · Scorecards and value · Reports by Sage · Files loaded by Tess · Your own templates and processes · Use it from your AI assistant · Your region or your own cloud · The customer's language, translated for your team

More in: **The desks** · **Intelligence and prospecting** · **Channels and compliance** · **Quality and the learning loop**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Why not build it yourself, or use a bot?

General assistants and agent bots are good at helping one person with their own work. You could also build a worker of your own. A worker that looks after your customers needs a great deal around the model. This is what it takes.

What a worker on your customer accounts needs	Build it yourself	A general assistant or bot	Corvair Virtual Worker
Your company's, your team's and the customer's objectives in every conversation, and one memory per account	Design, build and maintain it	Instructions and memory set up by each user	Built in, across channels, people and workers
Prices, discounts and dates checked against your rules before they are offered	Build the checks and make sure the model cannot skip them	Rules written into instructions	Your formulas decide. CVW enforces it, whatever the customer says
Asks to named people, with due times, limits, backups and Escalate	Build the workflow and the reminders	Messages to the person using it	Built in. Sage chases asks before they are late
Consent, do-not-contact and country rules before every message	Build it, and keep it current for each country	Left to the user	Checked when work is given and at every contact, on every channel
A sourced profile of every account, kept current	Build research, sources and watchers	Searches when a user asks	Built in. Every line sourced and dated; changes become work
Conversations that stay focused and do not keep re-confirming	Months of writing and tuning instructions	General instructions, tuned by each user	Tuned core instructions, kept private and improved for every company
Customers in many countries, each in their own language	Build language handling, and translation for your team	Replies in the language it is spoken to	Follows each customer's language; your team reads every turn translated
Many accounts at once, each owned by one worker	Build queues, locking and scaling	One assistant for each person	Clones start and stop with the work, inside your limits
Someone watching, coaching and reporting on every worker	Build dashboards, alerts and reports	The user watches it	Sage, always on, and a desk for each job
Getting better without breaking what works	Build scoring, review and version control	Edit the instructions	Scored on every side, reviewed, tested, then promoted
Security your customers and auditors expect	Build and audit it	Depends on the tool and the user's own access	Defences in every layer against hidden instructions and misuse, each company's data kept apart, and a stop switch

Use them with CVW, not instead of it

Your people can keep the assistant they like. Connected to CVW, it shows status, decides asks and instructs Sage, and can never do more than that person's own login allows. CVW is the part that works with your customers, under your rules.

Built once, improved for every company

Each role starts from a tested pack, not a blank page. Corvair keeps CVW current as AI models, voices and channels change, and improves the packs from anonymised examples. Your data, rules and formulas stay yours, and you can export them at any time.

How it is built, in: **Technical architecture**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Named workers who own their accounts.

You create a named worker and give it a share of the work. Each account belongs to one worker, so a customer always deals with the same worker, and customers only see the name.

A NAMED WORKER AND ITS CLONES



One account, one worker

Only one clone works an account at a time, so work runs in parallel across accounts and in order within each one.

Clones share everything

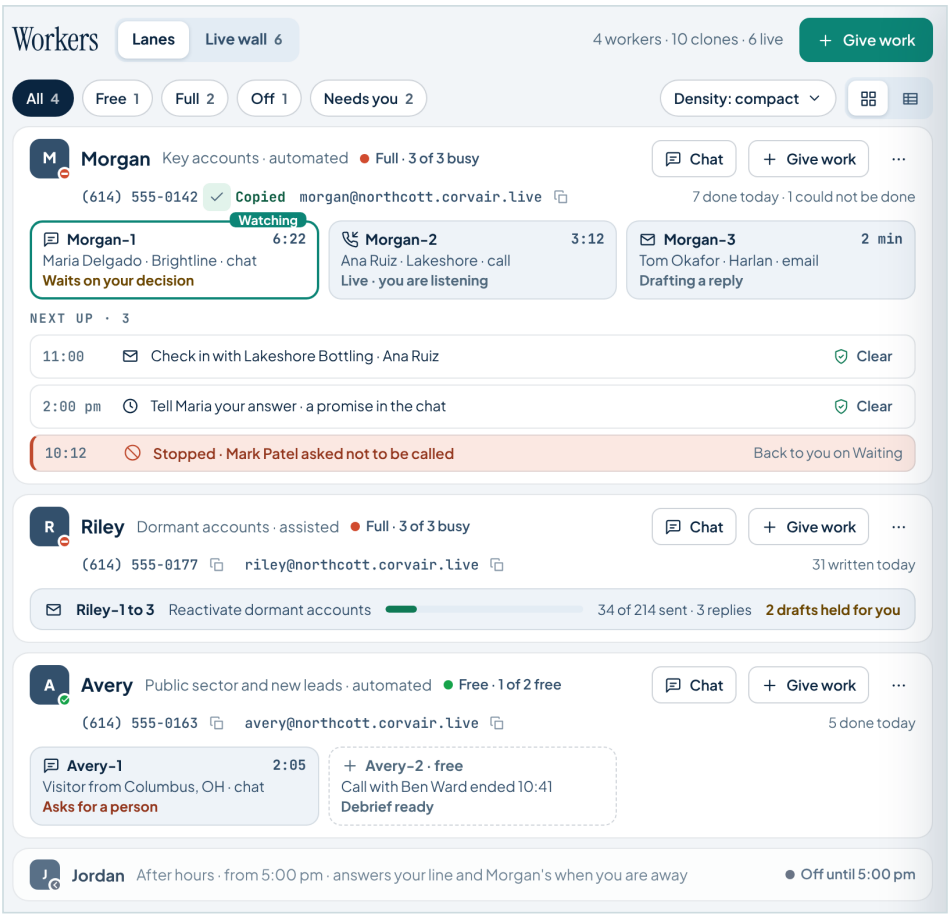
The name, memory, settings, access, scores, email address and phone number. More clones clear a backlog faster. Each worker shows its state in a word: Free, Full, Off or Stopped.

Its own address and number

morgan@yourcompany.corvair.live, and its own line for calls and texts. A STOP to that number covers that number. Company numbers serve the rest.

Named by you

Rename any worker; its address, number and history stay. Sage and Tess are named once for your whole company.



Workers in lanes: each worker's clones, what is next and a stopped item, shown with the made-up Northcott example. Product design with made-up data.

More in: **The desks** · **Channels and compliance**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Sage and Tess.
The coordinator and the data steward.

Every company has both, always on and part of the team. Sage keeps the work and the promises moving. Tess loads and checks your data. Neither talks to customers; the workers do.

SAGE

Watches and balances
Every worker, queue and service, around the clock. Starts and stops clones to match the work.

Coaches and chases
Nudges a worker privately when a conversation drifts. Chases asks before they are late; silence is never a yes.

Briefs each person
A morning brief: what needs you and by when, what is slipping, news on your accounts, what changed.

Acts for a person
Within what each person allows: act at once, ask first, or never.

TESS

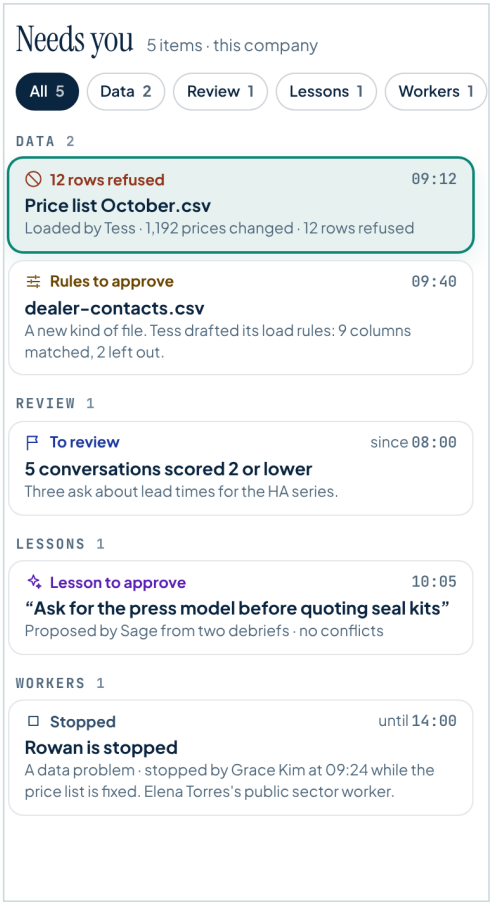
Each file, one popup
Reads, profiles, matches and cleans every column, and checks every row before anything is written.

Rules saved
With versions, so the next file of that kind loads the same way.

Refused rows returned
In an exceptions file with a column saying why. Drop folders are watched.

Files back to your CRM
Written every hour, with a daily data summary.

A person decides
Sage never changes prices, formulas or permissions on her own, and never presses the stop switch. Tess never makes new rules live. The client operator works with both.



Needs you on the Client operator Desk: a file Tess loaded, rules she drafted, a lesson Sage proposed and a stopped worker, shown with the made-up Northcott example. Product design with made-up data.

Named once for your company
Your administrator can rename Sage and Tess, for example Ava and Dana. Every screen, notice and brief then uses those names.

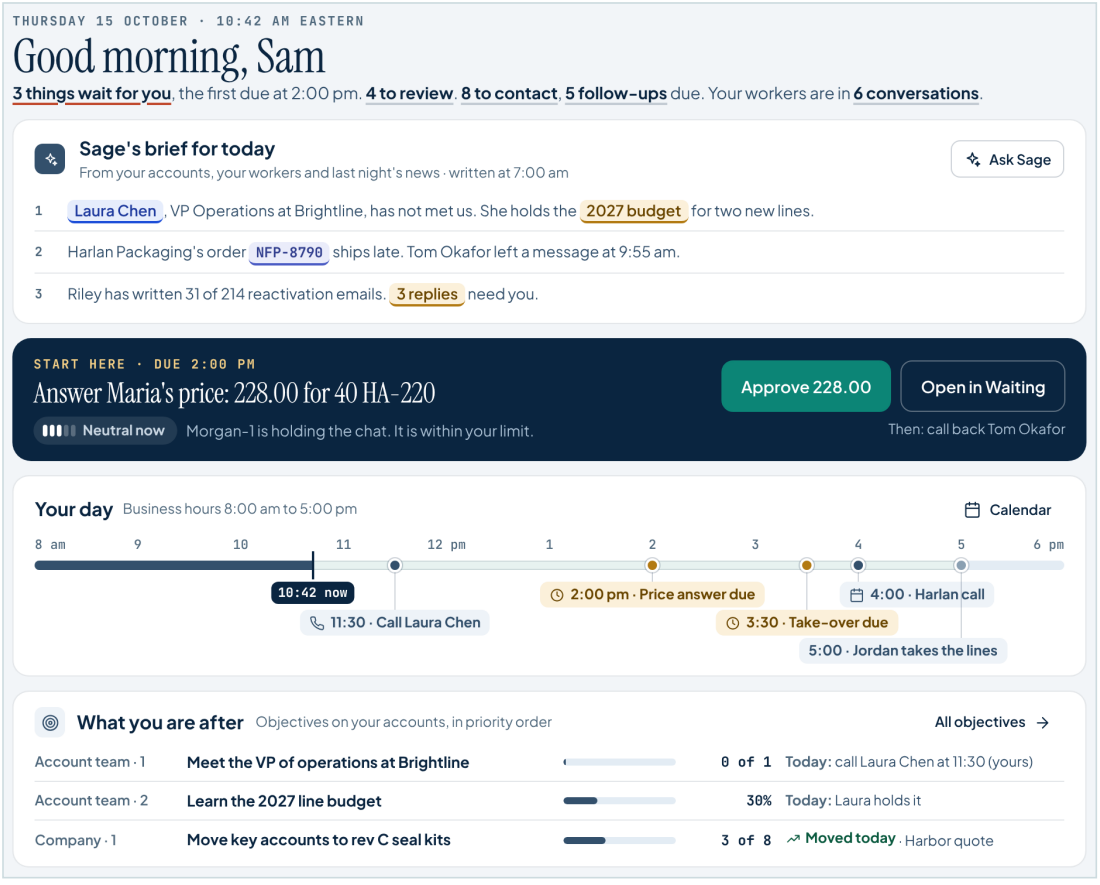
More in: **The desks** · **Intelligence and prospecting**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Three desks. One way of working.

Each role works from a live desk for what is happening now and a site with everything else as pages. The Rep, Manager and Client operator desks share one frame, one set of parts and one phone.

	Rep Desk	Manager Desk	Client operator Desk
Scope	You, your accounts and their workers	Your team, their workers and backups	How CVW runs for the company
Job	Decide, give out work, go after accounts, talk	Cover gaps, balance work, coach, decide escalations	Loads, rules, reviews, lessons, stopped workers
Screens	Today, Waiting, Workers, Plan, Outreach, Messages, Contacts	Team now, Waiting, Capacity, Coaching, Results	Needs you, Workers now, Data, Review, Lessons
Phone	Desk line, worker lines or your own phone	The same, with Listen and Join on team calls	None; the header shows the clones live
Decides	Asks on your accounts, up to your limit	Above a rep's limit; who covers whom	What workers learn and load, not prices



Today on the Rep Desk: Sage's brief, Start here, your day and what you are after, shown with the made-up Northcott example. Product design with made-up data.

Live and Site

Two windows. Records open beside the work; Open on the Site shows the full page.

Everything slides in

An account, ask, order or conversation opens from the right, with Back. Nothing covers anything.

Status everywhere

A mark on every avatar: available, busy, away, off or offline.

One desk, any rep

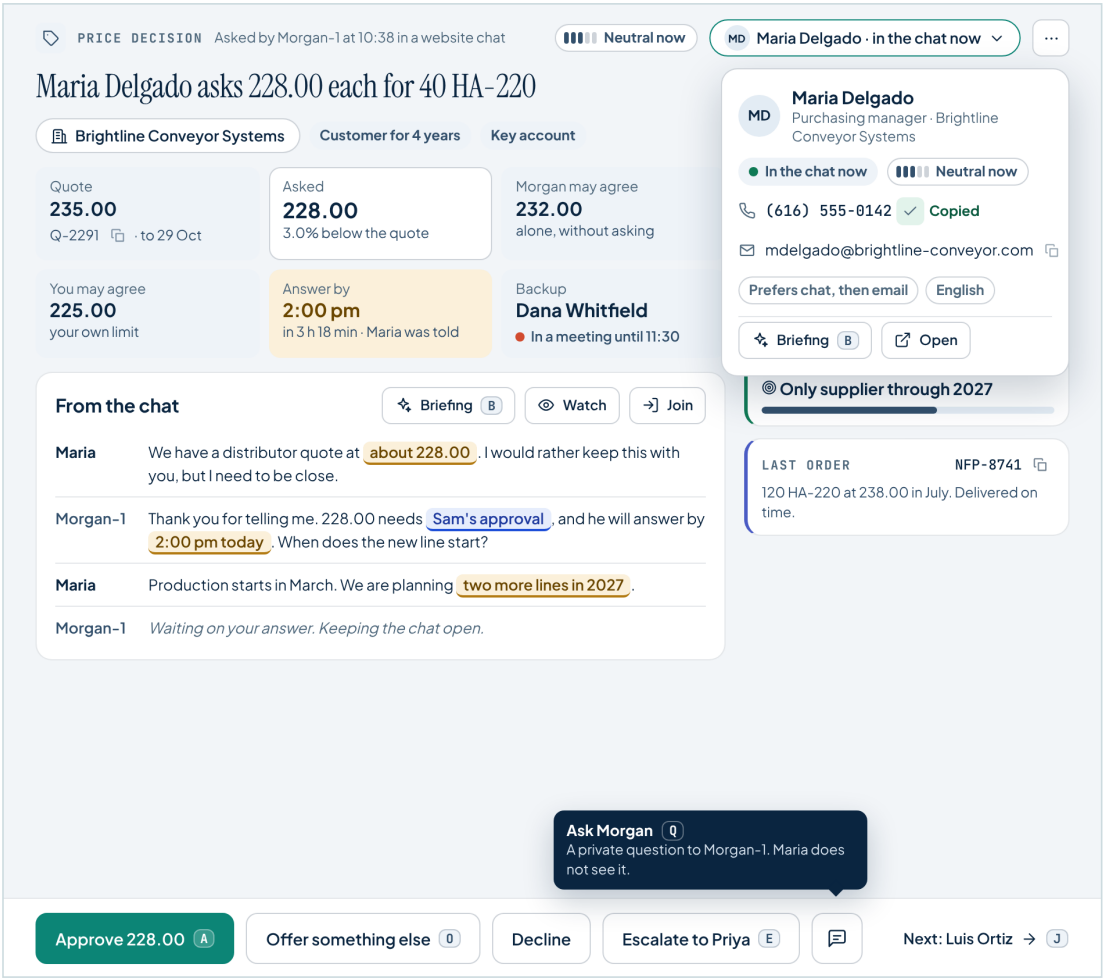
The pack sets where each kind of rep lands, the call guide and the tools.

More in: **The desks**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

A rep's day with the workers.

Workers ask, and the rep decides or escalates. The rep gives out work, oversees every clone, and takes the calls and chats that need a person.



Waiting: Maria's price in focus, with the quote, what Morgan and you may agree, when she was told she would hear, and your backup, shown with the made-up Northcott example. Product design with made-up data.

DECIDING

- Approve, Offer something else, Decline or Escalate.
- Below your own limit, Escalate to your manager with a note. The due time stays.
- Away or Off, the ask goes to your backup at once.
- Nobody types a price. The quote goes back to the worker to revise.
- Nobody answers in time? Sage reminds you, then your backup. Silence is never a yes.

CHECKED WHEN WORK IS GIVEN

Before work goes to a worker, the desk checks stops, do-not-call results, consent and the country's rules for every person on it. Each person gets one result:

Clear · Some channels · Person only · Can't contact · Waiting for a check

Person-only people stay with you, and the can't-contact ones are listed by name. The contact check runs again at every contact.

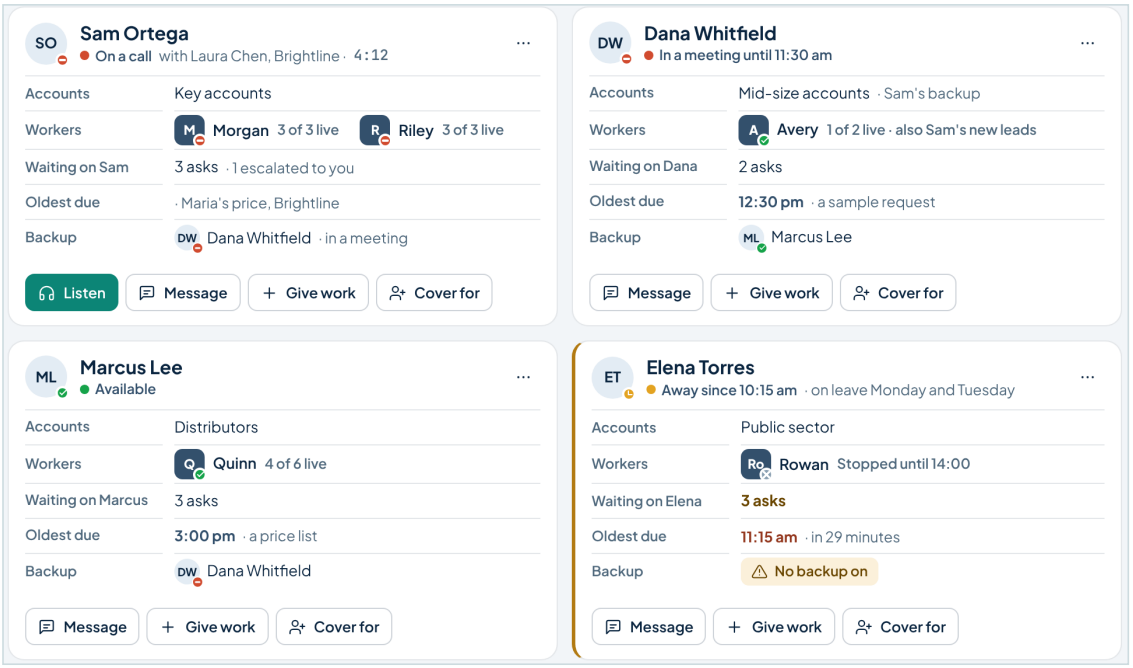
More in: **The desks** · **Channels and compliance**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Managers and client operators.

The manager runs the team and decides what is escalated. The client operator keeps CVW running for the company. Each has a desk on the same frame.

THE MANAGER DESK



Team now: each rep with their workers, asks and backup, shown with the made-up Northcott example. Product design with made-up data.

Listen and join

Any call on the team. The rep always sees who is listening.

Limits

Each person's own. Send back to the rep, with a note.

Cover for

Move a rep's asks to someone, until a time.

Coverage

The week by rep and worker, gaps in amber.

THE CLIENT OPERATOR DESK

Needs you

Refused rows by load, rules and lessons to approve, conversations to review, stopped workers.

Workers now

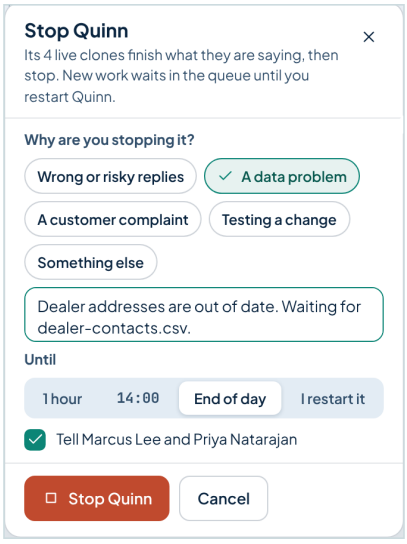
Each worker's state, clones, queue and errors in the last hour, in plain words.

Stop with a reason

Why, until when, and who is told. Live conversations finish first; nothing is sent. It restarts at the time set.

Loads fixed in place

Refused rows corrected on the screen, then put through, or the load undone.



Right: stopping Quinn with a reason and a time, shown with the made-up Northcott example. Product design with made-up data.

More in: **The desks** · **Quality and the learning loop**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Know every account. Find the next ones.

Every profile is built from sourced facts and kept current. The same knowledge finds the companies and people you should be selling to next.

Every line names its source

From your files, your documents, your website or research, each with its date. Approval only for what could be wrong.

Products described from your documents

Data sheets, brochures and manuals link to the products they name. Workers say which document says so.

Ideal customers and roles

Profiles and segments, the roles to reach, and which accounts fit, question by question.

Lists built from a segment

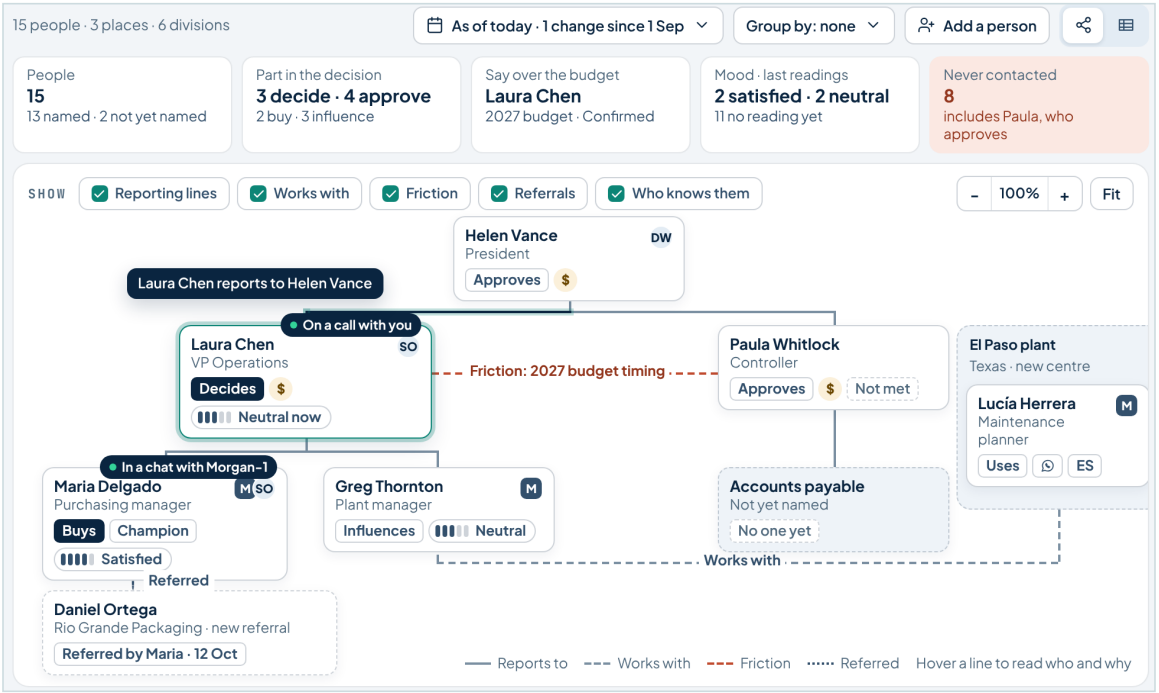
Companies and people found, checked for fit, matched to what you already hold, and made real accounts.

Competitors and supply chains

Offerings matched feature by feature. Who sells to whom, so you can sell direct and keep the channel.

Lead times you can promise

A check that reads your lead times, says where the date came from and puts “Ships by” on quotes.



The people map: who reports to whom, who decides and approves, friction and referrals, shown with the made-up Northcott example. Product design with made-up data.

KEPT CURRENT

Your websites are read again each month and news is watched daily for key accounts. A new line that contradicts one in use asks a person.

NEVER READ

Social sites. A person’s home, family, health or beliefs. Anyone who asked to be forgotten.

More in: **Intelligence and prospecting**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Every channel, within each country's rules.

Workers and people talk to customers on chat, email, phone, text and WhatsApp, in the customer's language. Every contact is checked first, against the rules of the customer's country.

Addresses and mailboxes

Each worker has its own address on your subdomain; each person has a mailbox. Drafts can wait for a person to approve.

Lines you can see

Your Desk line, the worker lines or your own phone, each shown with its number. The line you choose is the line you call from.

Company numbers

Shared by the company. Each contact always sees the same one, and whoever last reached out rings first when they call back.

Checked before every contact

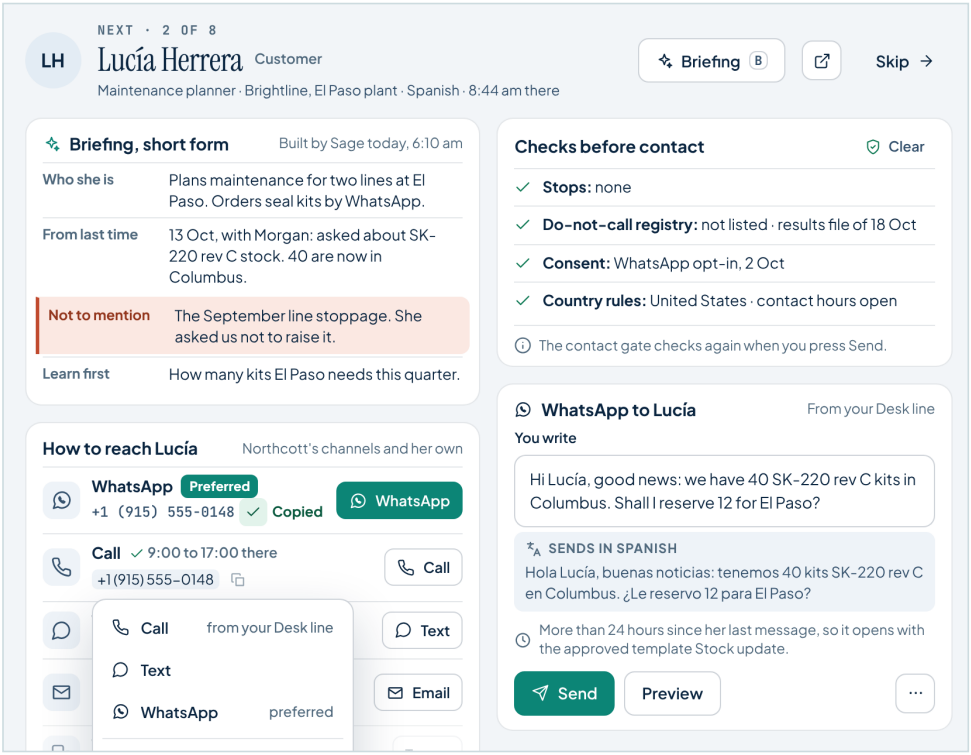
Stops, consent by channel, hours and holidays, campaigns, and a person when they asked for one.

The opening, by country

The AI disclosure in the contact's language, naming your company, and what else the country requires.

Countries and registries

Rules drafted from official pages, published by a person. Do-not-call checks where a country needs them.



Outreach: the checks before contact, how to reach Lucía, and a WhatsApp written in English that sends in Spanish, shown with the made-up Northcott example. Product design with made-up data.

LANGUAGES

The worker follows the customer's language. Your team reads each message translated, shown directly below the original, and sees both before a reply goes.

NOT LEGAL ADVICE

Country profiles set what workers may do. A worker cannot contact anyone in a country with no approved profile.

More in: **Channels and compliance**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Scored, reviewed and improved.

Every conversation is scored and debriefed. What goes wrong becomes a lesson or a change to the instructions, tested before it goes live. Nothing reaches a worker until a person approves it.

Conversation
On any channel.

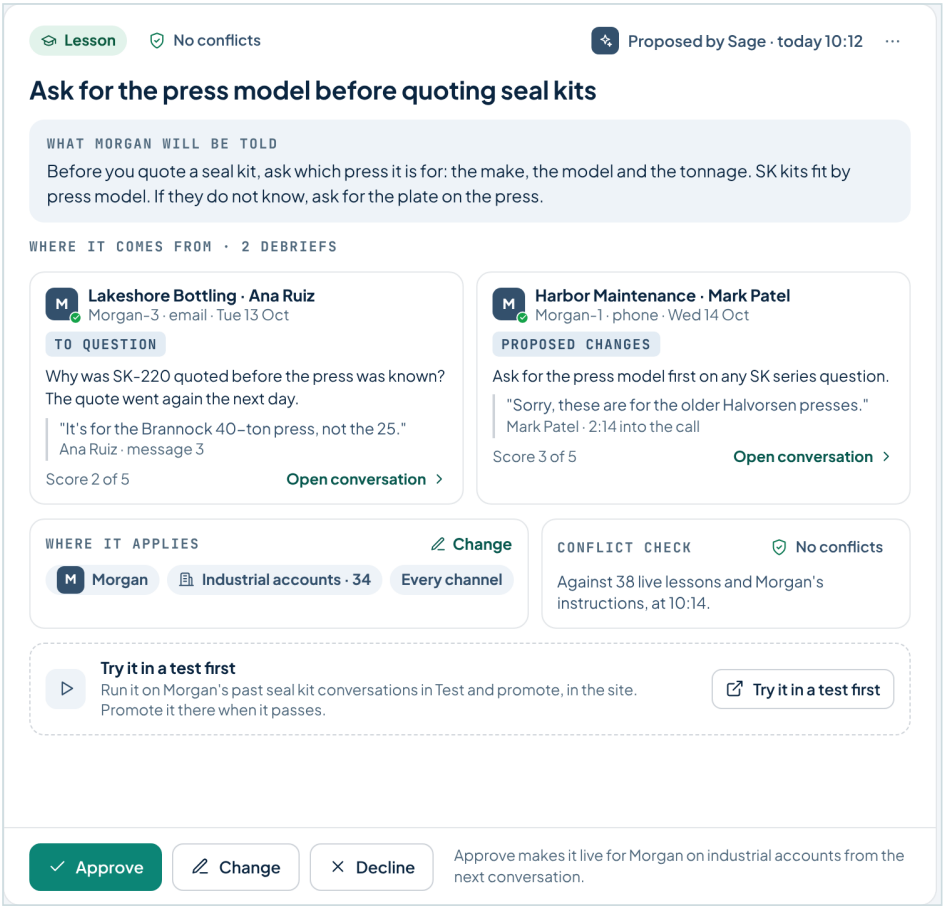
Scored
On every side, with reasons.

Debriefed
What was learned, what to question.

Fixed
A lesson or a change, approved by a person.

Tested
Against the release in use.

Watched
Live, against the release before.



A lesson waiting: what Morgan will be told, the two debriefs it comes from, where it applies and its conflict check, shown with the made-up Northcott example. Product design with made-up data.

Review
Conversations sorted by how far the mood dropped. Top issues each week, with what they cost.

Lessons
Checked for conflicts when proposed, so you see it before you decide.

Coaching
The score on each question for managers only. Reps are never scored.

Simulation and tests
CVW plays the customer. A new release is tested case by case first.

Decisions measured
Small judgements act when sure, ask when not, and are checked against what people decide.

Results counted once
Reported when a worker says so, Confirmed when your own systems show it.

More in: **Quality and the learning loop**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Built to be trusted.

Each risk a buyer, a customer or an auditor will ask about, and what CVW does about it. The protections are built into CVW and your data, not only into the worker's instructions.

The risk	What CVW does
A customer talks the worker into a discount	The worker cannot decide one. Your formula or rule answers allowed, needs approval or refused, and the worker can offer only what it returned.
Words in a message or document try to change what the worker may do	What a worker may do is checked at the moment of each action. Text the worker reads cannot raise its limits.
One customer's data reaches another	Every record is marked with its company, and one access rule applies to all of them. Each company group has its own storage, memory and keys.
A password or key leaks	Workers hold no passwords or keys. Access is granted for one step at a time, expires in minutes, and never appears in instructions, logs or recordings.
Someone is contacted who asked not to be	The contact check runs before every message, on every channel. A check that cannot run counts as no.
A customer does not know they are talking to an AI	Every chat, call and text opens with the AI disclosure the country requires. Recording starts only after notice.
Something goes wrong at two in the morning	Sage escalates at once. A person presses the stop switch for one worker, all of a company's workers, a company group or the whole service, and live conversations end safely with a hand-off.
Corvair staff look at your data	Access is granted for a set time, a day by default. Every look is listed for your administrators, and access can be ended at any time.
Your conversations train someone's model	They do not. The standard packs improve only from anonymised examples.

Your data is yours

Your customer data, documents, templates and processes. Export any of it at any time; deleted on request after the agreed period.

In your country

Your workers run in the country they serve, or the nearest region, and you see which AI models they use and where they run.

Clear terms

A privacy policy, terms of service, an acceptable use policy and a data processing agreement, in plain words.

ACCESS FOR ONE STEP AT A TIME

A step needs a system
For example, read open orders for an account.

→

Asks for access
For that system, action, account and item.

→

Checked
Its permission, the stop switch, its mode, and whether a person must approve.

→

Granted for minutes
The password or key stays in a locked store.

→

Access ends
When the step is done.

A stop switch at four levels

One worker, all of a company's workers, a company group or the whole service. It cuts off access, pauses queues and ends live conversations safely with a hand-off. It never trips on its own; restoring needs a named person.

Stop one worker with a reason

Say why, until when, and who is told. Queued work waits and nothing is sent. The worker restarts at the time set, as the person who stopped it.

More in: **Technical architecture** · **Channels and compliance**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Getting started.

A Corvair engineer or partner sets up the worker with your team. A pilot goes live when four checks pass, and it starts very small, on your own work.

WHO DOES WHAT

Your team

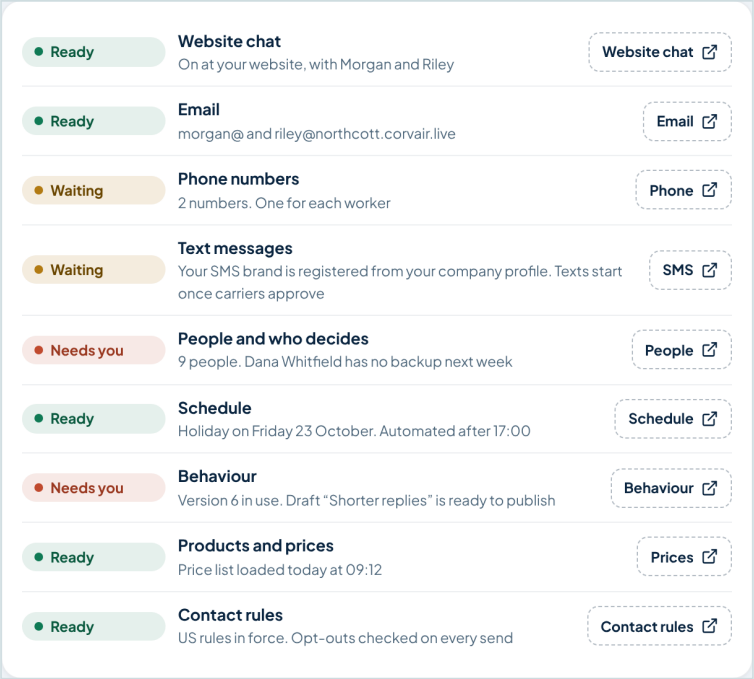
Sets behaviour, schedules and modes, people and their limits, channels and contact rules. Adds workers, sets what Sage does, holds the stop switch.

A Corvair engineer or partner

Customises the pack, loads your data, registers your pricing and lead time formulas, and maps your systems to the standard operations.

What you provide

Your products, prices, terms, team and customer lists; documents such as your catalogue; your pricing rules; the people who decide.



Setup live: ready to sell, each channel and setup area with its state, shown with the made-up Northcott example. Product design with made-up data.

READY BEFORE LIVE

☑ Pack customised ☑ Data loaded ☑ Every operation answered ☑ A simulation run passed → **Then it goes live**

A PILOT STARTS VERY SMALL

One small role
For example, quote follow-up on one sales desk.

→

One process
Follow up each quote on the promised day, from your price rules.

→

One named worker
In assisted mode, for a set of accounts.

→

One owner
A person on your team who decides, reviews and says what comes next.

Widen it when the scorecard shows it is ready: more accounts, after-hours cover, wider limits, then a second process. Each step is your decision.

ROLES CVW RUNS

Inside sales for manufacturers · Software sales · Property · Customer service · Quote follow-up · Order desk · Supplier follow-up · Receivables · Renewals · Onboarding · Research and monitoring

Worked examples in: **Industrial sales** · **B2B inside sales**

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.

Read more.

This overview gives the idea. Each guide below holds the detail for its reader, and each industry guide tells the story of one made-up company.

If you are	Start with
Deciding whether CVW fits	This overview, then the industry guide nearest your business
Leading a sales team, or a rep	The desks
Sales and marketing	Intelligence and prospecting
Sales operations, compliance and legal	Channels and compliance
Running the workers day to day	Quality and the learning loop
IT, security and architecture	Technical architecture

THE GUIDES

Product overview
What CVW is and is worth, the workers, Sage and Tess, the desks, trust, and how to start.

The desks
Working beside the workers: the Rep, Manager and Client operator desks and the phone.

Intelligence and prospecting
Sourced profiles, news, ideal customers, list building, competitors and supply chains.

Channels and compliance
Addresses, lines and company numbers, calls and texts, contact rules and countries.

Quality and the learning loop
Scores, debriefs, the coach, review, lessons, tests, the live watch and measured decisions.

Technical architecture
For IT, security and architecture teams: how CVW is built and run.

Industrial sales
The made-up Northcott Fluid Power example: a manufacturer and its distributors.

B2B inside sales
The made-up Veridane example: a software company selling to banks and insurers.

Scope a pilot.

One small role, one process, on your own work. Every guide, and how to start, is at

corvair.ai/cvw

Copyright 2026 by Corvair Pte. Ltd. (Singapore). All rights reserved. Confidential and proprietary.