
Google AI Integration for Sales (GAIISE)

ID GAIISE **Price** CHF 350.—(excl. VAT) **Duration** 3 hours

Who should attend

- Sales Dev Representatives
- Account Executives
- Sales Managers
- Sales Operations Specialists

Prerequisites

- Basic Google Apps familiarity, Google Workspace skills, Gemini familiarity, basic NotebookLM skills, Sales lifecycle process knowledge, CRM software familiarity

Course Objectives

- Utilize the core features of Gemini to personalize outreach, enhance productivity, and improve customer relationship management.
- Apply advanced Gemini capabilities (Gems) to develop highly customized client engagement strategies and proactive pipeline risk analysis frameworks.
- Leverage NotebookLM Enterprise to securely query and synthesize information from sales playbooks and client logs for tailored proposals and client-specific messaging.

Training Centres worldwide



Fast Lane Institute for Knowledge Transfer (Switzerland) AG

Husacherstrasse 3
CH-8304 Wallisellen
Tel. +41 44 832 50 80

info@flane.ch, <https://www.flane.ch>