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## Google AI Integration for Sales - Introductory (GAIISE)

**ID** GAIISE **Price on request** **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, basic Agentspace knowledge and 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.
- Leverage NotebookLM Enterprise to securely query and synthesize information from sales playbooks and client logs for tailored proposals and client-specific messaging.
- Automate repetitive sales tasks and workflows using Agentspace, improving efficiency and consistency in areas like deal progress and collateral distribution.

## 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](mailto:info@flane.ch), <https://www.flane.ch>