

Google AI Integration for Sales Essentials II (GAIISE2)

ID GAIISE2 Price on request Duration 3.5 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.
- 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.
- 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, <https://www.flane.ch>