

AI For Sales Representatives Corporate Training Program

Equip Employees With The Knowledge To
**Leverage AI Tools To Enhance Sales
Strategies And Drive Efficient Client
Engagement.**



The Capability Activation Curve



Old State (Pain Points)

- Manual Lead Research
- Delayed Response Times
- Intuition-Based Forecasting



Turning Point (The Course)

- Generative AI Prompt Engineering
- CRM & AI Tool Integration
- Sales Data Interpretation



New Outcome (Transformation)

- Shortened Sales Cycles
- Automated Chat Assistance
- Data-Driven Decision-Making

Course At-a-Glance



17 - 34 Hours
Duration



Instructor-Led
Group Training



Virtual / On-Site / Off-Site
Delivery

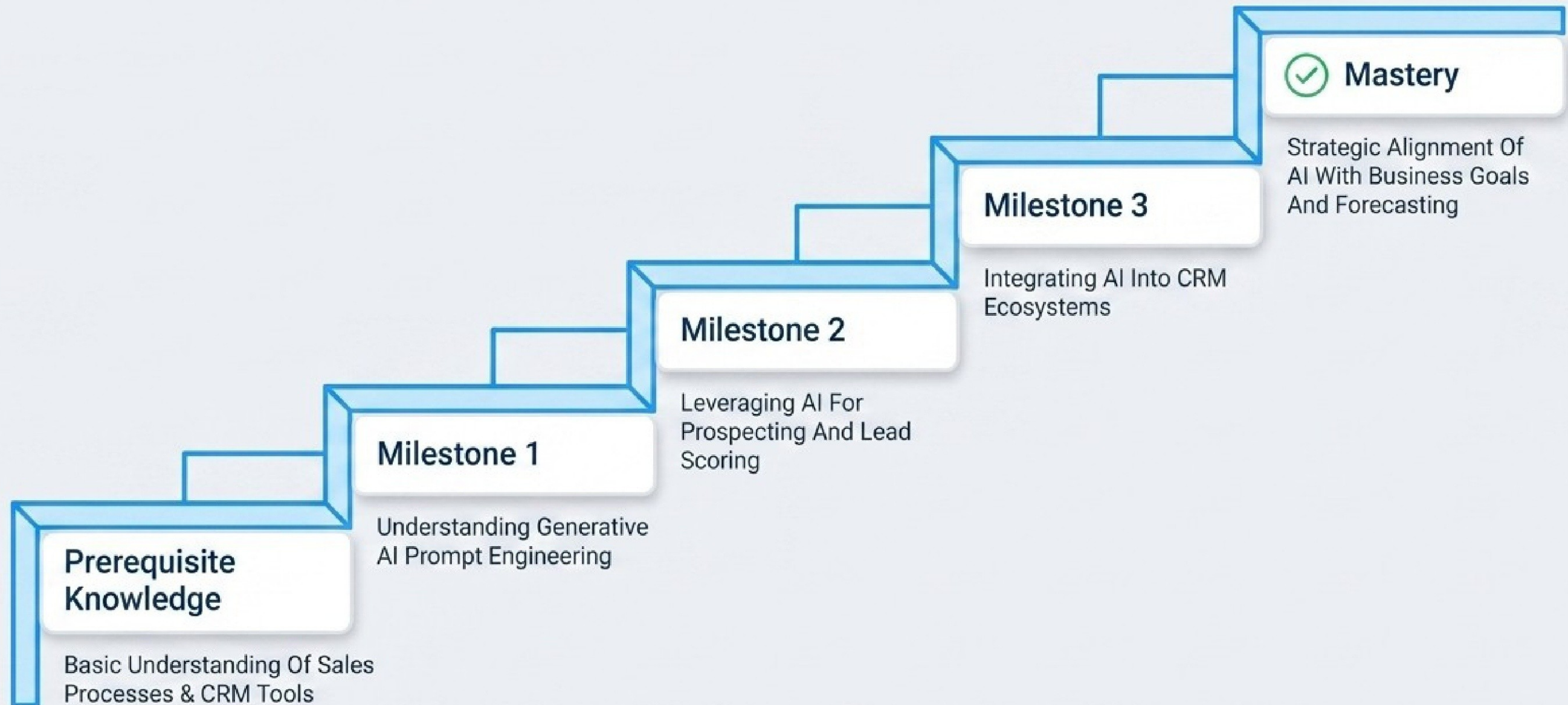


10,000+ Verified
Corporate Trainers

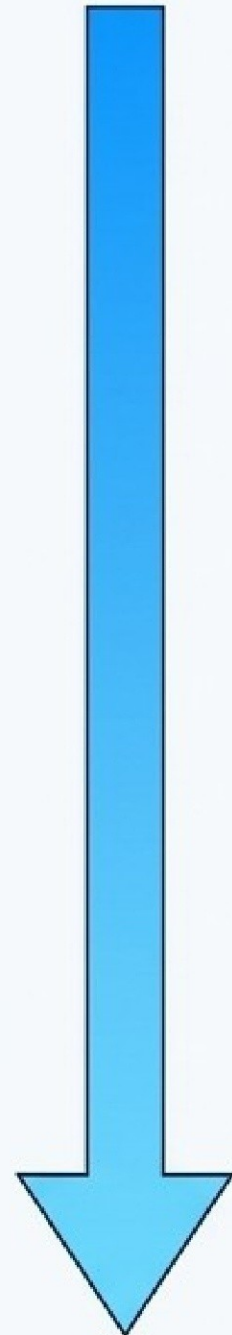


Certificate Of
Completion Awarded

The Learning Ascent



Curriculum Architecture



Phase 1: Foundations & Prospecting

Introduction To AI In Sales | Leveraging Generative AI For Prospecting

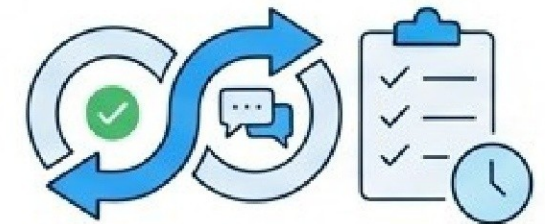
Understand AI's Impact And Automate Lead Research And Qualification.



Phase 2: Engagement & Productivity

Enhancing Customer Engagement | Boosting Sales Productivity

Create Customized Proposals And Automate Daily Sales Tasks.



Phase 3: Strategy & Integration

Data-Driven Decisions | Ethical AI | Collaboration | Continuous Improvement

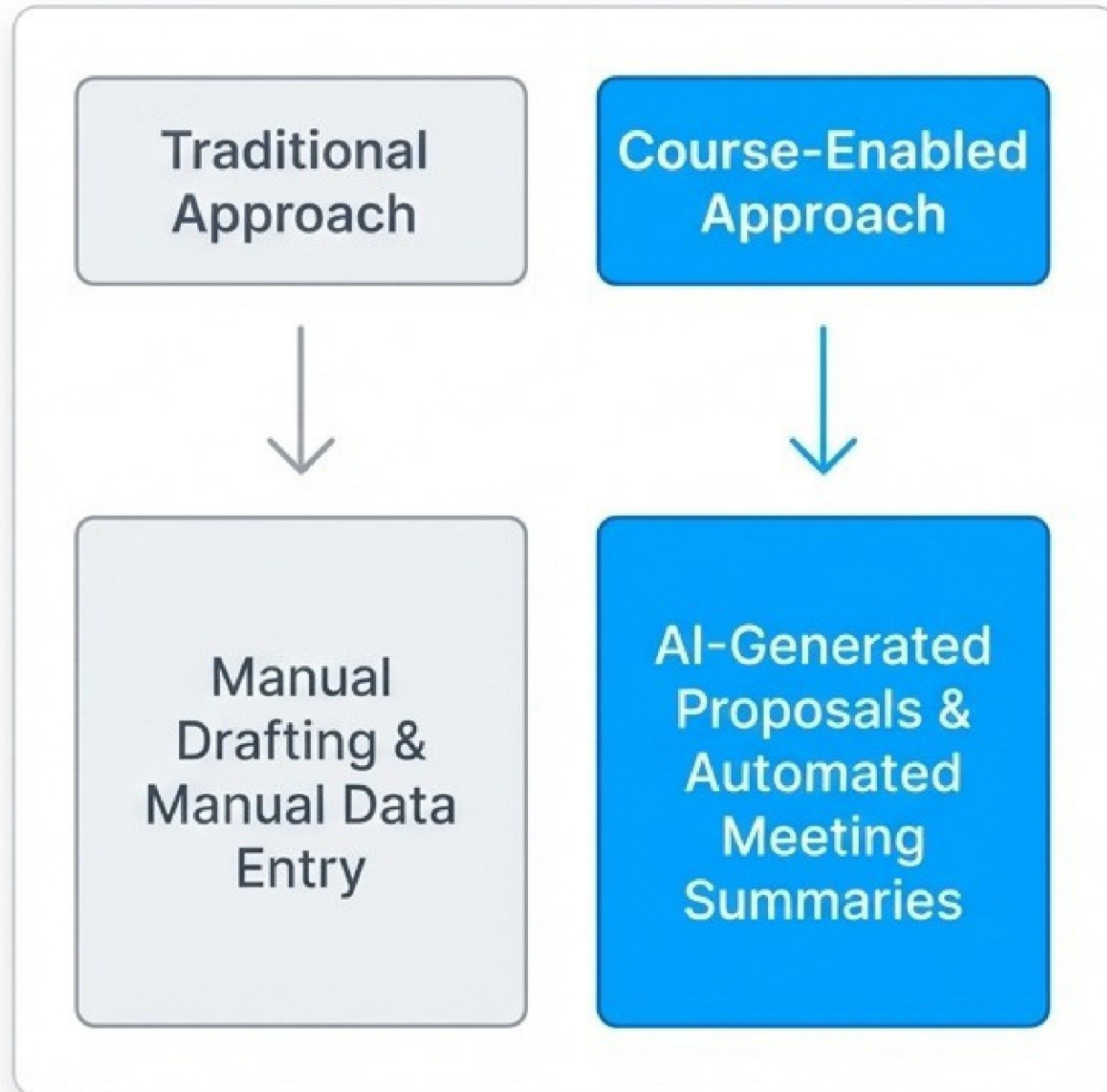
Forecast Accurately, Maintain Compliance, And Sync AI Tools With CRM Platforms.



Phase 1 Deep Dive: Foundations & Prospecting



Phase 2 Deep Dive: Engagement & Productivity



Analyze Customer Tone And Sentiment.



Apply AI Recommendations For Objections.

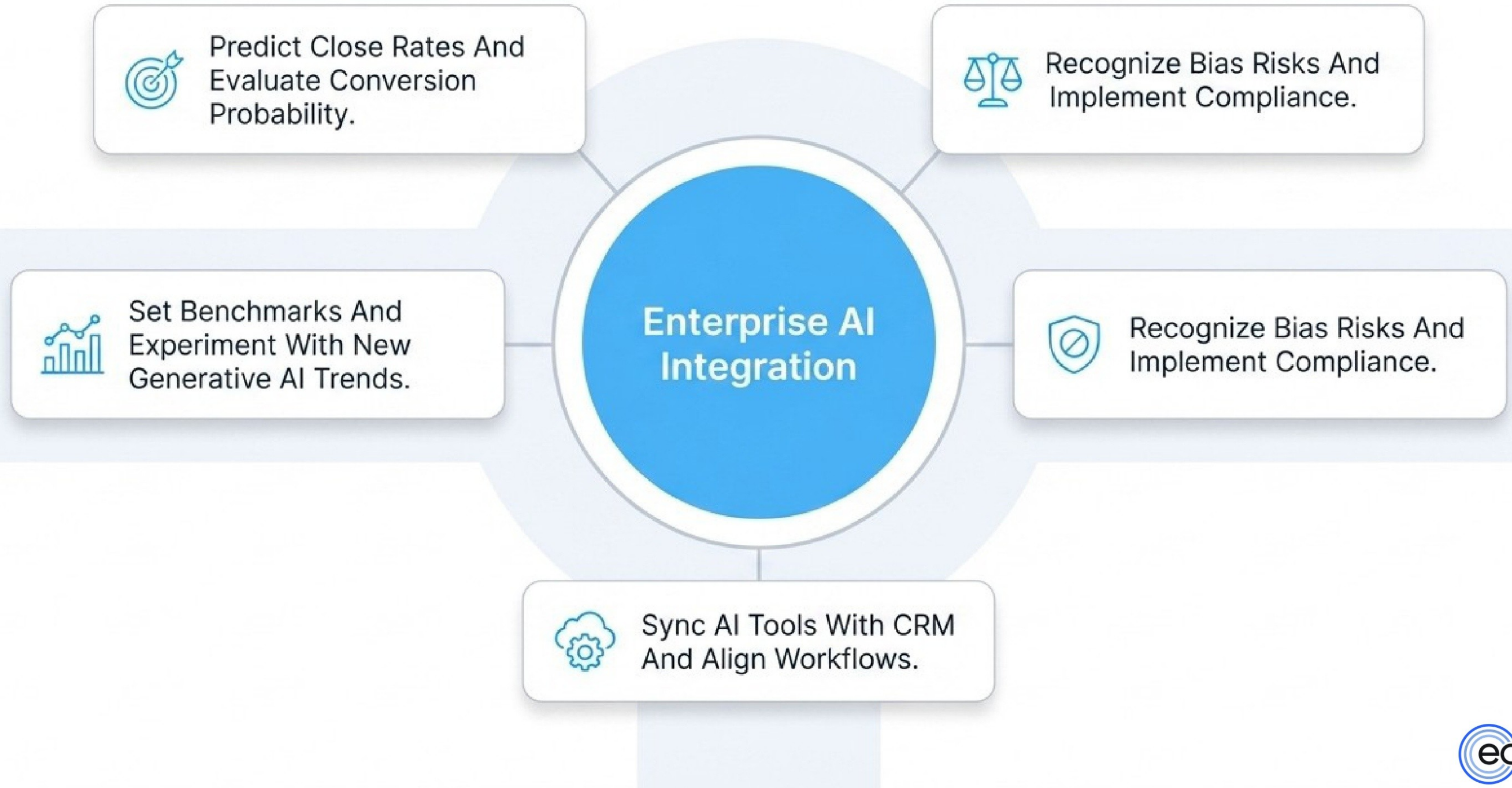


Draft AI-Generated Proposals And Quotes.



Organize Schedules Using AI-Driven Calendars.

Phase 3 Deep Dive: Strategy & Integration



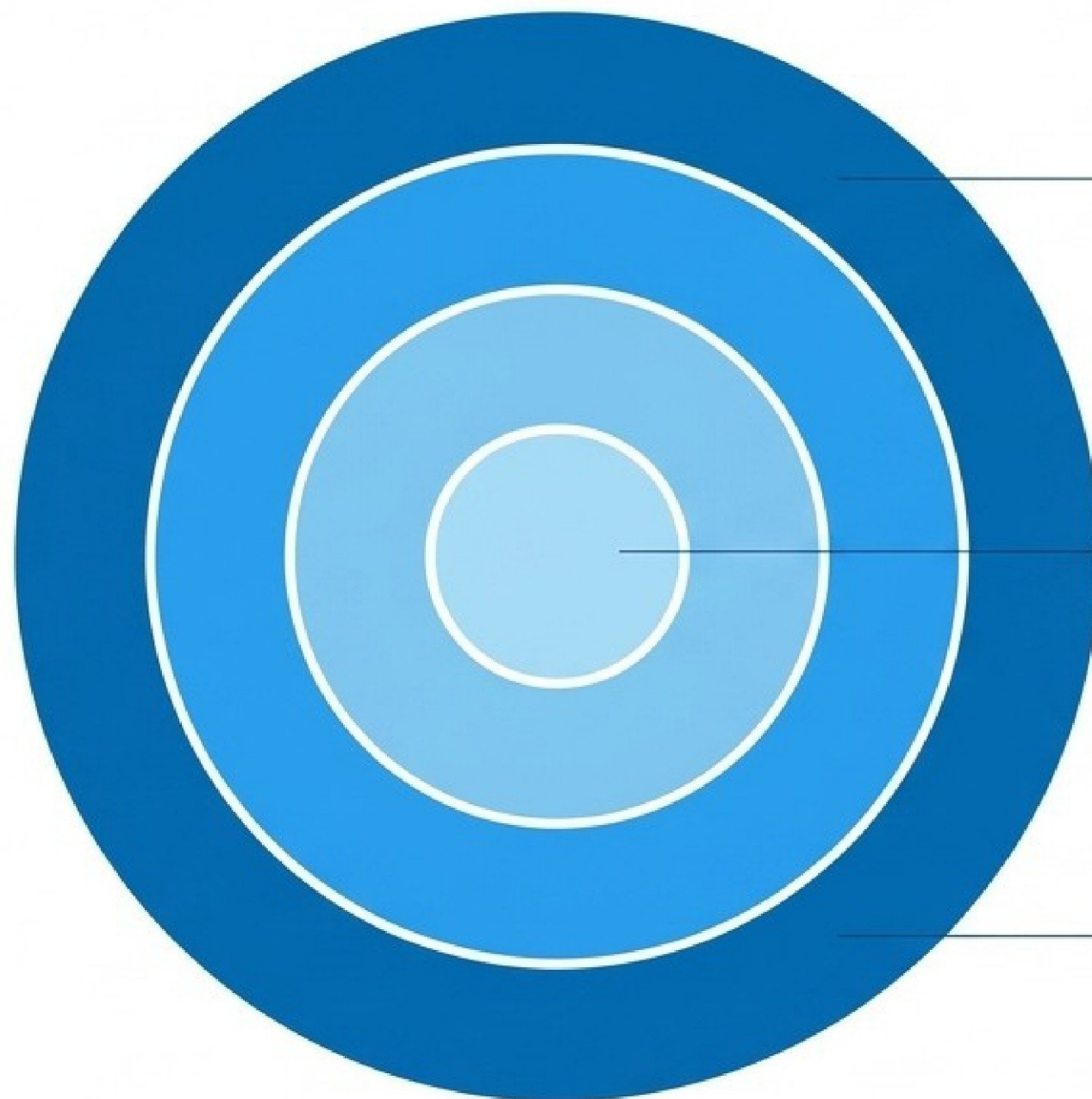
Diagnostic Matrix

Challenge Area	Current State Diagnosis	Edstellar Course Solution
Inefficient Prospecting	High Manual Research Time	Use AI To Identify Ideal Customer Profiles And Segment Leads.
Slow Customer Response	Manual Drafting Of Proposals And Emails	Reduce Response Time Through Automated Chat Assistance And AI Proposal Generation.
Inaccurate Forecasting	Intuition-Based Sales Predictions	Forecast Sales Accurately Using AI-Based Predictive Analytics And Visualizations.

The ROI Engine



Target Audience Alignment



Sales Analysts, Lead Generation Specialists

Focus on prompt engineering & data interpretation.

Sales Representatives, Business Development Representatives, Field Sales Representatives

Focus on customer engagement & outreach automation.

Sales Managers, Territory Sales Managers, Customer Success Managers

Focus on forecasting, ethics & continuous improvement.

Delivery Modalities



Virtual Live Instructor-Led

- Global Reach From Any Location
- Uniform Learning Outcomes
- Interactive Tools For Engagement



On-Site Face-To-Face

- Tailored To Specific Workplace Environments
- Hands-On Demonstration Of Processes
- High Engagement Through Direct Interaction



Off-Site Face-To-Face

- Distraction-Free Learning Environment
- Improves Team Bonding Through Activities
- Dedicated Schedule Boosts Employee Morale

Proof of Impact

"Attending the AI for Sales Representatives training was transformational for my professional development. As a Sales Representative, the deep dive into strategic frameworks gave me the confidence to tackle complex challenges. My productivity and technical capabilities have increased dramatically since applying these concepts. This course has become foundational to my continued success."

Sarah Palmer

Sales Representative

Sales Performance Company

Global Reach

Delivery Capability Across **100+** Countries

US, UK, India, Australia, Canada, Europe, Middle East, Asia

Available In **10+** Languages

English, Español, 普通话, Deutsch, العربية, Português, हिंदी, Français, 日本語, Italiano

Empower Your Sales Team Today



Validate Acquired Skills And Motivate Your Team With The Edstellar Course Completion Certificate.

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Delivery Scale: 
Small to Large Teams