AI+ Sales

Category: AI, Data & Analytics | **Vendor:** AI Certs

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format:	Instructor Led - Online
Certification:	AI+ Sales
Related Exam:	AI+ Sales

Course Overview

The AI+ Sales Course is tailored for sales professionals and business leaders eager to integrate Artificial Intelligence (AI) into their sales strategies. This course covers the basics of AI, highlighting its significant impact on sales methodologies, including the efficient use of sales data. Participants will discover a range of AI technologies specifically developed for sales purposes, learning about their integration with CRM systems and application in accurately forecasting sales outcomes. The program focuses on how AI can streamline sales operations, enhancing productivity and efficiency across the board. Moreover, the course addresses the ethical considerations and potential biases that may arise with AI usage in sales, ensuring participants are aware of the moral implications. Through engaging practical workshops, the course aims to blend theoretical insights with real-world applications, allowing for a comprehensive hands-on learning experience. Upon completion, participants will possess the necessary skills to implement AI-driven sales strategies, optimize sales performance, and contribute to sustainable business growth, all while navigating the ethical landscape of AI in sales.

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Who Should Attend

Customer Success Manager

Prerequisites & Entry Requirements

General Prerequisites:

Fundamental understanding of AI and its practical applications in sales, no technical expertise required, Openness to exploring creative approaches for generatingideas using AI tools to achieve sales goals, Willingness to integrate AI into existing sales strategiesand practices

Learning Outcomes

Upon successful completion of this course, participants will be able to:

Course Objectives

- Enhance Sales Efficiency and Productivity
- Improve Sales Performance and Effectiveness
- Enhance Customer Engagement and Satisfaction
- Optimize Sales Operations and Decision-Making
- Drive Revenue Growth and Competitive Advantage

Detailed Course Outline

- Introduction to Artificial Intelligence (AI) in Sales

  Fundamentals of AI Historical Journey and Evolution of AI in Sales AI Tools & Technologies Transforming Sales Benefits and Challenges in Adoption of AI in Sales Real-world Examples and Applications of AI in Sales Future of AI in Sales

- Understanding Data in Sales

  Categories of Sales Data Techniques for Effective Data Collection Basics of Data Analysis and Interpretation Data Management Methods Data Protection Principles Data Integration in CRM Systems Overview of Analytical Tools Ethical Use of Sales Data Case Studies: Real-World Data Applications

- AI Technologies for Sales

  Introduction to Machine Learning in Sales Predictive Analytics: Forecasting Sales Trends NLP: Enhancing Customer Interactions Chatbots: Automating Customer Service Segmentation: Tailoring Customer Experiences Personalization: Customizing Sales Approaches Recommendation Engines: Driving Product Suggestions Sales Automation: Streamlining Sales Processes Performance Analysis: Measuring Sales Effectiveness

- Implementation of AI in CRM Systems

Foundation of CRM Systems AI Integration into CRM Systems Lead Scoring Customer Insights Sales Automation

Personalized Communication Chatbots in CRM Gaining Actionable Insights from Data Case Studies

- Sales Forecasting with AI

Introduction to Sales Forecasting Overview of Predictive Models in Forecasting Data Preparation for Analysis Identifying Sales Patterns and Trends Enhancing Forecast Reliability Key Forecasting AI Tools in AI Utilizing Real-time Data for Forecasts Developing Forecasts for Different Outcomes Measuring the Success of Sales Forecasts

- Enhancing Sales Processes with AI

Task Automation AI-driven Email Marketing Social Media with AI Analytics AI-powered Lead Generation Customer Segmentation Optimizing Sales Visits and Calls Tailoring Content with AI Insights Real-time Sales Activity Monitoring Upselling and Cross-selling with AI

- Ethical Considerations and Bias AI

Ethical Use of AI in Sales Bias Identification in AI Systems Bias Mitigation Transparency in AI Decision-Making Accountability for AI Actions Safeguarding Customer Data Regulatory Compliance Building Customer Trust through Ethical AI Anticipating Ethical Issues in AI Advancements

- Practical Workshop

Scenario-Based Exercises Addressing Sales Challenges with AI Collaborative AI Implementation Plans

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, Optional Module: AI Agents for Sales, Introduction to Artificial Intelligence (AI) in Sales, Understanding Data in Sales, AI Technologies for Sales, Implementation of AI in CRM Systems, Sales Forecasting with AI, Enhancing Sales Processes with AI, Ethical Considerations and Bias AI, Practical Workshop

Certification Path

AI+ Sales

Exam: AI+ Sales

Additional Course Details

Nexus Humans AI+ Sales training program is a workshop that presents an invigorating mix of sessions, lessons, and masterclasses meticulously crafted to propel your learning expedition forward. This immersive bootcamp-style experience boasts interactive lectures, hands-on labs, and collaborative hackathons, all strategically designed to fortify fundamental concepts.

Guided by seasoned coaches, each session offers priceless insights and practical skills crucial for honing your expertise. Whether you're stepping into the realm of professional skills or a seasoned professional, this comprehensive course ensures you're equipped with the knowledge and prowess necessary for success.

While we feel this is the best course for the AI+ Sales course and one of our Top 10 we encourage you to read the course outline to make sure it is the right content for you.

Additionally, private sessions, closed classes or dedicated events are available both live online and at our training centres in Dublin and London, as well as at your offices anywhere in the UK, Ireland or across EMEA.

Frequently Asked Questions

Q: What delivery options are available for AI+ Sales?

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
- Traditional Instructor-Led Classroom Training (ILT)
- On-site delivery at your offices anywhere in United Kingdom
- Private dedicated courses customized for your team

Q: What certification does this course prepare me for?

The AI+ Sales course helps prepare you for the AI+ Sales certification path.

Q: Which exam does this course prepare me for?

This course prepares you for the AI+ Sales official exam. You can take this exam at any exam center across United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online wherever you are located.

Q: How many CPD hours does this course provide?

The 1-day AI+ Sales course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the AI+ Sales training?

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

Q: Do you provide corporate training for AI+ Sales?

Yes, we provide corporate training, dedicated training, and closed classes for AI+ Sales. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

Q: What related terms do people search for?

Popular related searches include: AI+ Sales, AI Certs, vILT

Q: Why choose Nexus Human for AI+ Sales?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your AI+ Sales training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

Nexus Human

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