OMEBLY.

OMEBLY ACADEMY · COURSE PACK

AI for Sales

Use AI at every stage of selling: finding and researching leads, writing outreach, preparing for calls, handling objections, proposals, follow-ups and your pipeline.

USD 280 · full course

8 weeks · 16 live sessions

One-on-one with a mentor

Certificate within 3 days

Course module · Enrolment and payment · Student portal · Certificate

Omebly Academy, Kolkata, India · omebly.com

2026 edition

ABOUT THIS COURSE

What you will learn

Selling is about understanding people and solving their problems. AI can't build trust for you, but it can do the research, writing and admin that take up most of a salesperson's day, so you spend more time talking to customers.

PRICE	LENGTH	SESSIONS
USD 280	**8 weeks**	**16 × 90 minutes**

FORMAT	LEVEL	YOU FINISH WITH
Live, one-on-one	**Beginner friendly**	**3 projects + certificate**

Who it is for

- ✓ Sales executives and business development reps
- ✓ Founders and freelancers who do their own selling
- ✓ Account managers who want to grow existing customers
- ✓ Beginners starting a career in sales

By the end you will be able to

- ✓ Define your ideal customer and find more of them with AI
- ✓ Research any prospect or company in minutes
- ✓ Write personalised emails and LinkedIn messages that get replies
- ✓ Prepare for calls and practise objections with AI role-play
- ✓ Write proposals and follow-ups quickly and professionally
- ✓ Use AI features in CRMs to keep your pipeline organised
- ✓ Track your numbers and improve your results week by week

In this course you learn how to use AI across the whole sales process: building ideal customer profiles, finding and researching prospects, writing personalised emails and LinkedIn messages, preparing for calls, practising conversations with AI role-play, writing proposals, following up automatically and keeping your CRM up to date. Everything is practised on your own product or service, so you can use it at work right away.

COURSE MODULE

8 weeks, step by step

One module a week, two live one-on-one sessions each, and a hands-on task your mentor reviews.

WEEK 1

AI in modern selling

See where AI fits into the sales process and set up your toolkit.

- The sales process from lead to customer
- What AI does well in sales, and what stays human
- Setting up ChatGPT, Claude or Gemini for sales work
- Teaching AI your product, pricing and customers

HANDS-ON Write a product and customer brief AI can use for all your sales tasks.

WEEK 2

Ideal customers and lead finding

Know exactly who to target and find them faster.

- Ideal customer profiles and buyer personas
- Finding leads with LinkedIn and AI search tools
- Qualifying leads quickly
- Building a clean lead list

HANDS-ON Build a list of 50 qualified leads with notes on each.

WEEK 3

Prospect research in minutes

Walk into every conversation knowing your prospect.

- Researching companies and people with AI
- Finding triggers: news, hiring, funding and problems
- One-page account briefs
- Checking facts before you use them

HANDS-ON Create research briefs for five target accounts.

WEEK 4

Outreach that gets replies

Write personal messages at scale without sounding like a robot.

- Cold emails that are short, relevant and personal
- LinkedIn connection and follow-up messages
- Sequences and timing
- Avoiding spam and respecting privacy rules

HANDS-ON Write and send a 4-step outreach sequence to your lead list.

COURSE MODULE · CONTINUED

Weeks 5 to 8: train, sound and direct

From your own trained model to a full AI pipeline and your final film.

WEEK 5

Calls, meetings and objections

Be prepared for every conversation.

- Call plans and discovery questions
- Practising with AI role-play as a difficult buyer
- Handling common objections
- AI call notes and summaries

HANDS-ON Run three AI role-play calls and improve your answers after each.

WEEK 6

Proposals, pricing and closing

Turn interest into signed deals faster.

- Proposals and quotes with AI
- Explaining value and return on investment
- Negotiation preparation
- Closing emails and next steps

HANDS-ON Write a full proposal and a closing email for a real or practice deal.

WEEK 7

Follow-up, CRM and automation

Never let a lead go cold again.

- Follow-up sequences that add value
- AI features in HubSpot, Zoho and other CRMs
- Automating reminders and data entry
- Keeping the pipeline clean and up to date

HANDS-ON Set up a pipeline and an automated follow-up in a free CRM.

WEEK 8

Sales numbers and final project

Measure, improve and present your AI sales system.

- Key sales numbers: reply rate, conversion and pipeline value
- Asking AI to find what is working
- Building your weekly sales routine
- Final presentations and mentor feedback

HANDS-ON Present your AI sales system and the results from your outreach.

TOOLS, PROJECTS AND REQUIREMENTS

What you will use and build

Real tools, real projects, and a short list of what you need to start.

Tools you will use

- ✓ ChatGPT
- ✓ Claude
- ✓ Google Gemini
- ✓ LinkedIn
- ✓ Perplexity
- ✓ HubSpot CRM
- ✓ Gmail or Outlook
- ✓ Zapier

AI tool subscriptions are not included in the course fee. You use your own accounts on each tool's free plan, which is enough for the whole course. Any paid plan is your own choice and cost.

Projects for your portfolio

- ✓ An ideal customer profile and a list of 50 researched leads
- ✓ A personalised outreach sequence and call plan
- ✓ Your AI sales system with a proposal template and CRM pipeline

What you need

- ✓ A laptop or desktop computer with internet
- ✓ Your own LinkedIn profile and a free HubSpot account (we show you how to sign up)
- ✓ A product or service to practise with (yours, or one we give you)

What the course fee includes

- ✓ 16 live one-on-one sessions with your mentor (2 a week, 90 minutes each)
- ✓ Recordings of every class to revise at your own pace
- ✓ A hands-on task every week, reviewed by your mentor
- ✓ A final project you can show at work or in your portfolio
- ✓ Ready-to-use prompt library and templates to keep
- ✓ Omebly certificate of completion
- ✓ Your own login to the Omebly student portal with study materials and theory books
- ✓ Support with your LinkedIn profile and job search

HOW ENROLMENT WORKS

From first look to certificate

A simple, clear process, so you always know what happens next.

01
Review the course module
Read this course pack: what you will learn, week by week, and what you need.

02
Agree to the module
Tell us you are happy with the course plan, so we both know exactly what is covered.

03
Fix your class timings
We discuss and agree a class schedule that suits you and your mentor.

04
Pay the full course fee
The full fee of USD 280 is paid before the course starts, as per the agreed schedule.

05
Get your student portal login
You receive your own login ID and password for the Omebly student portal.

06
Learn one-on-one with your mentor
Your live one-on-one sessions run on the agreed timings, with study materials and theory books in the portal.

07
Receive your certificate
After you complete the course, your certificate is issued within 3 days and can be checked on the verification portal.

PAYMENT DETAILS

One price, paid in full

Clear and simple: no instalments and no hidden fees.

COURSE FEE

USD 280

- ✓ Full payment before the course starts
- ✓ Paid as per your agreed class schedule
- ✓ Covers all 16 live one-on-one sessions
- ✓ Student portal, study materials and theory books
- ✓ Certificate and career support

How payment works

- ✓ First, review this module and agree to it.
- ✓ Next, agree your class timings with our team.
- ✓ Then pay the full fee of USD 280 before your first session.
- ✓ Your student portal login is shared once payment is confirmed.

Payment methods and account details are shared by the Omebly team in writing when your schedule is agreed. Please pay only to details sent by Omebly from info@omebly.com or our official WhatsApp +91 70444 33991.

Not included

- ✓ AI tool subscriptions or paid plans (you use the tools' free plans on your own accounts)
- ✓ Computer hardware, internet connection or paid cloud computing

STUDENT PORTAL, CERTIFICATE AND CAREER SUPPORT

Everything in one place

Your learning, your certificate and your next step, all supported by Omebly.

Student portal

- ✓ Your own login ID and password, provided by Omebly
- ✓ All study materials for every week
- ✓ Theory books to read and revise
- ✓ Your projects and progress in one place

Certificate

- ✓ Issued within 3 days of completing the course
- ✓ Lists the course and the projects you completed
- ✓ Has a unique certificate ID
- ✓ Anyone can check it on Omebly's separate certificate verification portal

LinkedIn profile building

- ✓ Help writing your headline, about section and skills
- ✓ Showing your course projects as a portfolio
- ✓ Adding your certificate to your profile

Job search support

- ✓ CV review and tips for applications
- ✓ Mock interview practice
- ✓ Guidance on where and how to apply

We support your job search but cannot guarantee a job. Results depend on your effort and the job market.

Contact Omebly Academy

WHATSAPP
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EMAIL
info@omebly.com

WEBSITE
omebly.com/training

OMEBLY.

CERTIFICATE ID: OMB-AI-2026-000123
ISSUED: 15 JANUARY 2027

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Certificate of Completion

This certifies that

Student Name

has successfully completed the course

AI for Sales

8 weeks · 16 live one-on-one sessions · 3 portfolio projects

SAMPLE

Nazmul Hussain

Nazmul Hussain
Managing Director & Technical Head, Omebly

OMEBLY
ACADEMY
VERIFIED

Verify this certificate
Enter the certificate ID on the Omebly certificate verification portal