

mindtickle™



Next-Gen Selling:
30+ AI Prompts
Every Sales
Pro Should Know

In sales, efficiency and personalization are key.

With everything on sellers' plates, both are tough to do well.

Enter AI.

This guide is your gateway to leveraging AI to uplevel and expedite everyday work. Inside, you'll find the top AI prompts for every seller on your team. It is designed to streamline workflows, enhance communication, and drive better results at every stage of the sales process. Whether you're crafting compelling outreach emails, handling objections, or scheduling meetings, these prompts are crafted to empower your team and ramp up productivity.

We even included some prompts for sales enablement leaders so you can focus on revenue-generating motions.

While generative AI is a powerful tool, it's important to remember that it doesn't replace human expertise. Always review and refine AI-generated content to ensure it meets your standards and aligns with your brand. Be sure to follow your company's AI policy and avoid sharing any confidential information with AI tools.

Happy creating!



For Sales Enablement

1 Training and onboarding:

- **New hire training material:** Generate a comprehensive training guide for new sales hires, covering company overview, product knowledge, sales processes, and best practices.
- **Onboarding checklist:** Create a detailed onboarding checklist for new sales team members, including key tasks, resources, and timelines.

2 Sales playbooks:

- **Sales playbook creation:** Draft a sales playbook for our [PRODUCT/SERVICE], including detailed strategies, tactics, and scripts for various sales scenarios.
- **Competitive playbook:** Generate a competitive playbook that outlines key competitors, their strengths and weaknesses, and effective strategies to position our [PRODUCT/SERVICE] against them.

3 Content development:

- **Sales collateral:** Create engaging sales collateral, such as brochures, one-pagers, and presentations, that effectively communicate the value of our [PRODUCT/SERVICE].
- **Case studies:** Draft a compelling case study showcasing a customer's success with our [PRODUCT/SERVICE], including problem, solution, and results.

4 Sales training sessions:

- **Training agenda:** Generate a detailed agenda for an upcoming sales training session, covering key topics, activities, and expected outcomes.
- **Role-playing scenarios:** Create realistic role-playing scenarios for sales training, focusing on common objections and challenging sales situations.

5 Performance metrics and analysis:

- **Sales performance report:** Generate a comprehensive sales performance report for the last quarter, including key metrics, trends, and insights.
- **Gap analysis:** Draft a gap analysis identifying areas where the sales team can improve and recommending specific actions to address these gaps.

For Sales Enablement

6 Sales tools and technology:

- **Tool adoption guide:** Create a guide for the sales team on how to effectively use new sales tools and technologies, including best practices and tips for maximizing productivity.
- **CRM best practices:** Draft a document outlining best practices for using the CRM system, including data entry standards, reporting, and follow-up processes.

7 Sales processes and workflows:

- **Process documentation:** Generate detailed documentation for key sales processes, including lead generation, qualification, pipeline management, and closing.
- **Workflow optimization:** Create a plan to optimize current sales workflows, identifying bottlenecks and recommending improvements for efficiency.

8 Sales competency development:

- **Skill assessment:** Draft a sales competency assessment to evaluate the strengths and areas for development within the sales team.
- **Personal development plans:** Create personalized development plans for sales team members, outlining specific goals, training opportunities, and resources.

9 Internal communication:

- **Monthly newsletter:** Generate content for a monthly internal sales newsletter, including updates on performance, success stories, upcoming events, and training opportunities.
- **Team meeting agenda:** Create an agenda for the next sales team meeting, covering key discussion points, performance reviews, and action items.

10 Customer and market insights:

- **Customer insights report:** Generate a report on recent customer feedback and market trends, highlighting opportunities and challenges for the sales team.
- **Competitive analysis:** Draft a detailed competitive analysis report, focusing on market positioning, recent developments, and strategic recommendations.

For BDRs

1 Prospecting and outreach:

- **Email introduction:** Generate an email introduction to a potential customer in the [INDUSTRY], highlighting my [COMPANY NAME'S] key solutions and how they can address their pain points.
- **Follow-up email:** Draft a follow-up email to a prospect who hasn't responded to our initial outreach, emphasizing the value proposition of our [product/service].
- **Cold call script:** Create a cold call script for reaching out to potential customers in [INDUSTRY], focusing on the benefits of our [PRODUCT/SERVICE] and how it can solve common industry challenges.

2 Personalization:

- **Personalized email:** Write a personalized email to [PROSPECT'S NAME], addressing their specific needs and how our [product/service] can help them achieve their goals.
- **LinkedIn message:** Draft a LinkedIn message to connect with a potential customer, mentioning a recent achievement or update from their company and how our [PRODUCT/SERVICE] can support their growth.

3 Handling objections:

- **Common objections:** Create responses for common objections like 'I'm not interested,' 'I'm busy right now,' 'It's too expensive,' and 'We're already using a similar product.'
- **Rejection response:** Draft a polite and professional email response to a prospect who has declined our offer, leaving the door open for future communication.

4 Product and service explanation:

- **Product overview:** Generate a concise overview of our [PRODUCT/SERVICE], highlighting its main features and benefits in less than 200 words.
- **Comparison email:** Write an email comparing our [PRODUCT/SERVICE] with a competitor's, focusing on the unique advantages and benefits we offer.

For BDRs

5 Scheduling meetings:

- **Meeting request:** Write an email requesting a meeting with a potential customer to discuss how our [product/service] can benefit their business.
- **Calendar invite:** Generate a calendar invite email for a scheduled meeting, including an agenda and key discussion points.

6 Content sharing:

- **Resource email:** Draft an email sharing a relevant case study, whitepaper, or blog post with a prospect, explaining how the content relates to their business needs.
- **Video follow-up:** Create a follow-up email after a prospect has watched a product demo video, summarizing key points and proposing next steps.

7 Engagement and relationship building:

- **Holiday greetings:** Write a holiday greeting email to prospects and customers, wishing them well and subtly reminding them of our [PRODUCT/SERVICE].
- **Company news:** Generate an email mentioning a recent, relevant announcement and comment on the news, adding some context for how it relates to [YOUR COMPANY NAME] .

8 Event invitations:

- **Webinar invite:** Draft an invitation email for an upcoming webinar, detailing the topics covered and the benefits of attending.
- **Event follow-up:** Write a follow-up email to attendees after an event, thanking them for their participation and offering additional resources or a meeting to discuss further.

For Solutions Engineers

1 Technical proposal creation:

- **Technical proposal:** Generate a detailed technical proposal for [PRODUCT/SERVICE], including architecture diagrams, implementation steps, and integration points with existing systems.

2 Customer needs analysis:

- **Requirement gathering:** Create a list of questions to ask during a discovery call with a potential customer in [INDUSTRY] to understand their technical requirements and pain points.

3 Product demonstrations:

- **Demo script:** Draft a comprehensive script for a product demonstration, highlighting key features and benefits tailored to the customer's specific use case.
- **Demo follow-up:** Generate a follow-up email after a product demo, summarizing the key points discussed and addressing any questions or concerns raised by the customer.

4 Solution customization:

- **Customization plan:** Create a customization plan for our [PRODUCT/SERVICE] to meet the specific needs of a customer in [industry], including necessary configurations and custom development work.

5 Technical documentation:

- **Integration guide:** Generate a step-by-step integration guide for our [PRODUCT/SERVICE] with [CUSTOMER'S EXISTING SOLUTION], including code snippets and configuration settings.

For Solutions Engineers

6 Proof of Concept (PoC):

- **Technical proposal:** Generate a detailed technical proposal for [PRODUCT/SERVICE], including architecture diagrams, implementation steps, and integration points with existing systems.
- **Calendar invite:** Generate a calendar invite email for a scheduled meeting, including an agenda and key discussion points.

7 Customer communication:

- **Technical query response:** Generate a response to a technical query from a customer about [SPECIFIC FEATURE OR FUNCTION], providing a clear and concise explanation.
- **Issue resolution:** Draft an email to address and resolve a technical issue raised by a customer, including troubleshooting steps and potential solutions.

8 Competitive analysis:

- **Competitive comparison:** Create a document highlighting the advantages of our [product/service] over competitors' offerings, focusing on technical capabilities and unique features.

9 Training and onboarding:

- **Training agenda:** Generate an agenda for a customer training session on our [PRODUCT/SERVICE], including key topics to cover and hands-on exercises.
- **Onboarding guide:** Create a comprehensive onboarding guide for new customers, detailing the setup process, initial configurations, and best practices.

10 Success stories and case studies:

- **Case study:** Draft a case study based on a successful implementation of our [PRODUCT/SERVICE] with a customer in [industry], highlighting the challenges, solutions, and results achieved.
- **Customer success story:** Generate a success story for a customer who has achieved significant results using our [PRODUCT/SERVICE], including quotes and key metrics.

For Account Executives

1 Lead generation and qualification:

- **Prospect outreach:** Draft a personalized outreach email to a potential customer in [INDUSTRY], highlighting how our [PRODUCT/SERVICE] can address their specific pain points.
- **Lead qualification questions:** Generate a list of questions to qualify a new lead in [INDUSTRY], focusing on their current challenges and needs.

2 Sales pitch development:

- **Sales pitch:** Create a compelling sales pitch for our [PRODUCT/SERVICE], tailored to a customer in [industry], emphasizing the unique value propositions and benefits.
- **Elevator pitch:** Draft a concise elevator pitch for our [PRODUCT/SERVICE] that captures the key benefits and differentiators in under 60 seconds.

3 Follow-up communication:

- **Follow-up email:** Generate a follow-up email after an initial meeting with a prospect, summarizing the discussion and proposing next steps.
- **Meeting reminder:** Draft a reminder email for an upcoming meeting with a prospect, including a brief agenda and key points to be discussed.

4 Proposal and contract preparation:

- **Sales proposal:** Create a detailed sales proposal for a customer in [INDUSTRY], including pricing, timelines, and key deliverables.
- **Contract summary:** Generate a summary of the key terms and conditions for a sales contract for our [PRODUCT/SERVICE], making it easy for the customer to understand.

5 Objection handling:

- **Objection responses:** Generate responses to common objections from prospects about our [product/service], including concerns about price, features, and implementation.
- **Competitive advantage:** Draft a response highlighting our competitive advantage when a prospect mentions considering a competitor's product.

For Account Executives

6 Customer relationship management:

- **Check-in email:** Create a check-in email to send to existing customers, ensuring they are satisfied with our [PRODUCT/SERVICE] and offering additional assistance if needed.
- **Customer feedback request:** Draft an email requesting feedback from a customer about their experience with our [PRODUCT/SERVICE], focusing on areas for improvement.

7 Event and webinar invitations:

- **Event invitation:** Create an invitation email for a webinar or event showcasing our [product/service], highlighting the key topics and benefits of attending.
- **Event follow-Up:** Draft a follow-up email to attendees of a recent event or webinar, thanking them for their participation and offering additional resources.

8 Product updates and announcements:

- **Product update email:** Generate an email announcing a new feature or update to our [PRODUCT/SERVICE], explaining how it benefits the customer.
- **Announcement template:** Create a template for future product announcements, ensuring consistency and clarity in communication.

9 Closing deals:

- **Closing email:** Draft an email to close a deal with a prospect, summarizing the final terms and encouraging them to proceed with the purchase.
- **Incentive offer:** Create an email offering a limited-time incentive or discount to encourage a prospect to finalize their decision and close the deal.

10 Renewal and upsell:

- **Renewal reminder:** Generate an email reminding a customer about their upcoming subscription renewal, emphasizing the continued benefits and any new features.
- **Upsell offer:** Draft an email proposing an upsell to an existing customer, detailing how additional features or services can further enhance their business.

Empower your team

Generative AI can transform your teams' operations, offering tools and prompts that enhance efficiency, personalization, and overall effectiveness. Integrating AI-generated prompts into your sales strategy ensures your team is always equipped with the best approaches to engaging prospects, handling objections, and closing deals.

Next Steps:

- 1 Implement the prompts:** Start using the AI-generated prompts in this guide across your sales team. Tailor them to fit your specific products, services, and customer personas.
- 2 Train your team:** Ensure your sales team is comfortable and proficient using AI prompts. Conduct training sessions and provide ongoing support to maximize their effectiveness.
- 3 Monitor and adjust:** Review AI-generated prompts' performance regularly. Collect feedback from your team and make necessary adjustments to improve outcomes.

Want to learn more about how Mindtickle leverages AI across its entire revenue enablement platform and helps make your sellers more efficient and productive?

Get a Demo

