

# Atos Unify Academy

Unify Office Sales Professional - Module 5 - Running an Effective Sales Process

Course code UOSPM05SDV

Target Group Atos Unify Partners and internal Sales and Ops teams.

Course language	Delivery type	Duration
English	WBT	15 min.

## Course description

This web-based training module is designed to help you consider your customer's sales process, think about their business goals and prior assumptions. For example, if they are growing, they might be thinking about how they can add a system to support that growth, whether that be a new office building or an app for connecting remote employees. Or if they have had a bad experience with previous vendors, they might be concerned about implementation and support for the new system.

## Learning Target

Users will become familiar with the following topics:

- Understand the value of aligning your process to your customer's buying process
- Describe five keys to running a productive, predictable and consistent sales process
- Know the key stages and steps that will help you sell better to telecom customers
- Outline your sales cycle and identify how to engage larger deals

## Prerequisites

Unify Office Sales Professional - Module 1-5

## Contents

There are five keys steps to running a productive, predictable and consistent sales process.

Every key stage and step will help you sell better to telecom and UCaaS customers.

## Curricula

This course is part of following curricula

- [Unify Office Sales Professional](#)

## Tests and Certificates

This course prepares following certification:

- Unify Office Sales Professional

## Comments

### Web Based Training:

- For participation and booking a myTraining-Account is required

System requirements:

- PC with sound card and stereo headset / speaker is required
- Screen resolution at least 1280\*1024
- Windows 7 or higher
- Browser: Chrome, Firefox, Internet Explorer 9 or higher, Safari
- Javascript has to be activated

**Further information:**

Please contact us for further information or bookings:

Email academy.exc@atos.net

Website <http://www.unify.com/academy>