

Atos Unify Academy

Unify Office Sales Professional - Module 9 - Conducting a Solution Demo Aligned to Prospects Needs

Course code UOSPM09SDV

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 understand a successful demo is a key part of the sales process. Once you've determined whether the potential buyer fits your optimal customer profile as well identified what the prospect's drivers are, the next step is to schedule the demo.

Learning Target

Users will become familiar with the following topics:

- Build a framework for effectively delivering a 15- to 20-minute demonstration tailored to the prospects needs
 - Know how to incorporate key selling points uncovered during the qualification and discovery portion into your demo
 - Know how the demo fits into the sales process
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Prerequisites

Unify Office Sales Professional - Module 1-9

Contents

Fully understand the prospect's needs and focus on them during the demo. Tailor your demo to avoid feature overwhelm.

The pre-demo stage is critical. Understand the objectives and possible objections.

Curricula

This course is part of following curricula

- [Unify Office Sales Professional](#)
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Tests and Certificates

This course prepares following certification:

- [Unify Office Sales Professional](#)
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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
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Further information:

Please contact us for further information or bookings:

Email academy.exc@atos.net

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