

Atos Unify Academy

Atos Unify Partner Sales Certification Training - OpenScape Business

Course code OBUUSS2SDV

Target Group Partner Sales Community
Internal Sales and Presales

Course language	Delivery type	Duration
English	WBT	102 min.

Course description

This Partner Sales Certification Training is designed for our OpenScape Business Partner sales. It provides you with useful and relevant information on market trends, our OpenScape Business Solutions, services - and some advice on common sales scenarios you may face. The goal of this certification training is to certify you to successfully sell our OpenScape Business portfolio within the marketplace. By investing your time and attention, you should be well equipped to pass a 25-question exam and earn certification.

Learning Target

Educate our OpenScape Business Partner´s on market trends, OpenScape Business offerings, competitive and sales resources to enable them to quote, sell and be successful selling our OpenScape Solutions.

Gain Sales Certification within the Partner program.

Prerequisites

This Partner Sales Certification Training OpenScape Business course is designed for a Sales Community, with a basic understanding of IP telephony.

Contents

Introduction to the Atos Unify Partner Sales Certification Training Course

Market Trends: Business drivers, challenges and opportunities

Atos: A global leader in digital transformation

Atos Unify Portfolio Overview

OpenScape Business

Maximize customer satisfaction through Atos Services

How to address common sales scenarios

