

Sales Essentials

The Sales Essentials eLearning series enables new partners to effectively market Virtual Instruments solutions.

Course Description

This course details the components of the Virtual Instruments solution, providing an understanding of VirtualWisdom's unique offerings for end to end infrastructure performance management in a customer environment.

It covers Virtual instruments product information including probe metrics, TAP deployment best practices, and an understanding of how customers can be proactive in managing their infrastructure through alarms and reports. It also provides an overview of the VirtualWisdom Dashboard and Views interface.

Course Objectives

- Generate leads and acquire new customers
- Engage customers and Virtual Instruments sales and technical teams
- Effectively use Virtual Instruments proactive diagnostic solutions

Course Topics

- Why partner with Virtual Instruments
- Introduction to Virtual Instruments and our products
- Understanding the market
- Introduction to selling Virtual Instruments solutions and services
- Locating and using Partner resources

Target Audience

- General sales professionals

Recommended Prerequisites

- None

Course Duration

- Self-paced

Certification

- None

Accreditation

- Virtual Instruments Sales Specialist

Delivery Method

- Online eLearning courses

Pricing

- No Cost