

Tomorrow's sales representatives...

... does your company already participate?

junior.challenger® is a sales development trainee program offered by Cisco and upDATE for partners and resellers.



Overview:

- Focus on** Sales, cold calling, sales systematic, opportunity and account management
- Target group** Newcomers and lateral entrants in external sales or in backoffice sales
- Duration** alongside the job over 12 months, 7 x 2 face-to-face training days, 2 examination days
- Expectations & goals** introduce new employees to sales, build and operate the sales process transparently, make the funnel measurable, make success replicable, develop loyal sales talents, improve cooperation with producers



junior.challenger® takes place in 6 different Cisco locations.
Inhouse-approaches are also possible.

Training content:

- 7 training modules, each 2 days
 - Customer-focused presentation skills
 - Sales systematic
 - Communication in sales
 - No need - No sale
 - Behaviour-based sales approach
 - Consultative Selling
 - Account Planning

Cisco Speaker Slots:

- Cisco: Team and organization
 - Collaboration mit CBC-Besuch
 - Enterprise Networking
 - Data Center
 - Security
 - Best Practice
 - Industry 4.0 and Internet of Things (IOT)

Quality assurance:

- 2 examination days, (intermediate and final examination à 1 day)
- mentor concept including mentor manual
- regular feedback calls

Training organization:



- 7 training modules and 2 examinations
- Mentors' feedback-calls (after each training)
- Implementation in the company
- Mentoring concept during the whole program

Benefits:

- ✓ Professional sales **development trainee program**
- ✓ **Theoretical and practical approach**
- ✓ **Small groups** with 6-10 participants
- ✓ Cross-company exchange and experiences
- ✓ **Sales argumentation** of Cisco solutions
- ✓ **Experienced partners** (Cisco, upDATE & partner companies)
- ✓ Close loop with Cisco and Cisco commercial sales teams

- ✓ **Mentoring concept:**
 - **Kick-off Workshop** with mentors, 1 day
 - **Feedback** sessions
 - **Manual for mentors** with transfer tasks
- ✓ Communication and learning documentation:
 - Web portal with individual login data
- ✓ Preparation and follow-up tasks by sales portal V•GPS®

Invest: 7.760 € V•GPS® - access inclusive

Contact:

For further information please contact your Cisco Partner Manager or turn to upDATE Gesellschaft für Beratung und Training mbH.

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