

Cisco Account Manager Specializations

Workshops including Exam

In these workshops, depending on their specialization, account managers are given the tools they need to professionally sell Cisco solutions. An essential component is the discussion of exam-relevant questions for the respective Sales Specialist Exam, which is taken in the course of the workshop. These workshops are adapted to the specific needs and objectives of the sales organization being trained with regard to the desired specialization within the Cisco Channel Partner Program.

Course Contents

- Market trends
- Positioning
- Differentiating features
- Features and functions
- Applications
- Analysis and customer needs
- Dealing with objections from customers
- Integration processes
- Sales Central Resources
- Business cases

Target Group

Everyone who should take on the role of an account manager as part of a specialization has come to the right place.

Prerequisites

What is required is the willingness to deal with conceptual things, technical knowledge is not required.

This Course in the Web



You can find the up-to-date information and options for ordering under the following link:

www.expertech-training.com/go/CAMS

Reservation

On our Website, you can reserve a course seat for 7 days free of charge and in a non-committal manner. This can also be done by phone under +49 6074/4868-0.

Guaranteed Course Dates

To ensure reliable planning, we are continuously offering a wide range of guaranteed course dates.

Your Tailor-Made Course!

We can precisely customize this course to your project and the corresponding requirements.

Status 05/07/2025

Training

Prices, excl. of V.A.T.

Classes in Germany

Dates upon request

Our Training Offer for You:



Classroom Training

The live training experience in our training centers or on your premises on-site.



Online Training

Attend your course in online mode – without travel and accommodation expenses and effort.



Hybrid Training

Classroom & online in one course – choose how you wish to participate in your training event.



In-house Training

We create your customized training concepts for your project.



Guaranteed Course Dates

ExperTeach guaranteed course dates allow for secure and reliable planning.

Awards Won by ExperTeach



ExperTeach Benelux B.V.

Ceresstraat 1 • 4811 CA Breda • Phone: +49 6074 4868-0 • Fax: +49 6074 4868-109 • info@exper teach.de • www.exper teach-training.com