Business Led Secure DC Training for Account Managers (BLSDC)

ID BLSDC **Price** CHF 890.—(excl. VAT) **Duration** 1 days

Who should attend

The primary audience for this workshop is the Sales Professional working mid-market and enterprise accounts.

Prerequisites

Students should have a basic understanding of Data Center technology and security terminology.

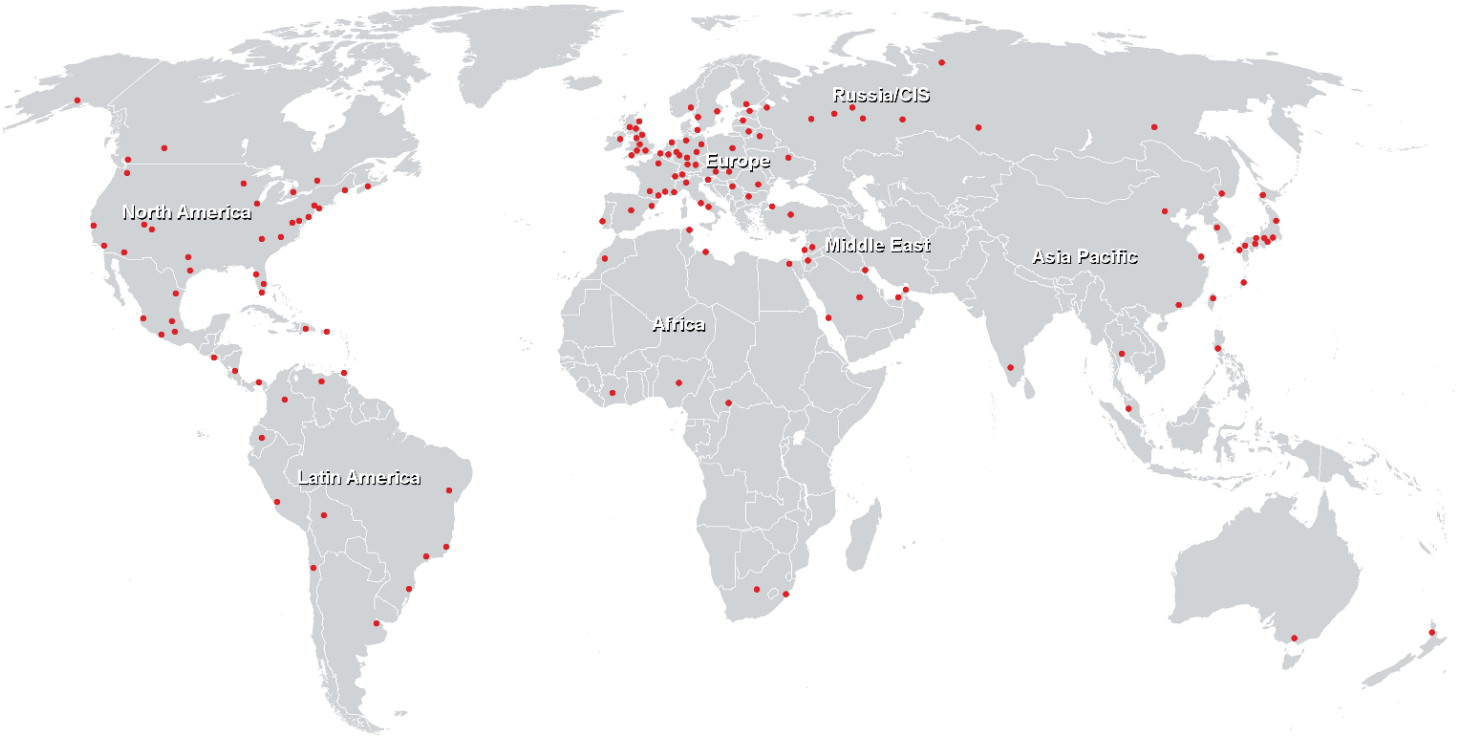
Course Objectives

Following completion of this course, students will:

- Be able to articulate the value of a Cisco Secure DC to a customer and how that can benefit and transform a customer’s business.
- Discuss how Security and DC working together can drive efficiency within the DC
- To ensure that security is included in every Data Center deal
- Understand key buying centres and key buyers and how to engage them to successfully sell Cisco Secure DC solutions
- Understand how to differentiate Cisco solutions against the competition
- How to take a ‘business-led’ approach to selling and positioning Data Center security

Business Led Secure DC Training for Account Managers (BLSDC)

Training Centres worldwide





Fast Lane Institute for Knowledge Transfer (Switzerland) AG

Husacherstrasse 3
CH-8304 Wallisellen
Tel. +41 44 832 50 80

info@flane.ch, https://www.flane.ch