Selling Cisco Meraki (SCMRKI)

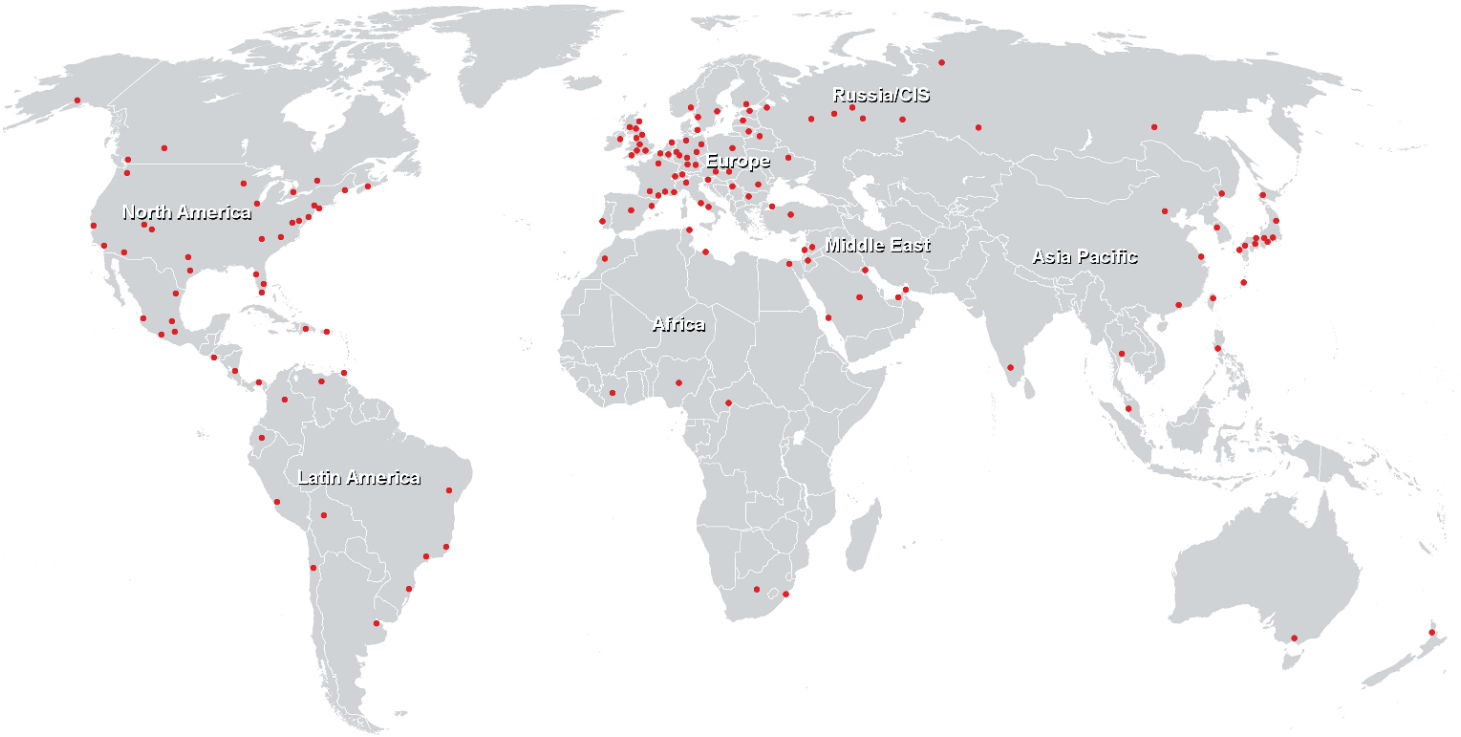
ID SCMRKI **Price** on request **Duration** 1 days

Course Objectives

- Overview the benefits of a cloud solution.
- To build awareness & confidence in the sales and customer-facing teams to open-up new conversations about Meraki cloud-managed solutions.
- To identify business drivers that justify a Meraki cloud-managed approach.
- To understand what the Meraki proposition represents to IT/OT and the Net-Sec team and how it interacts with the business.
- How to position Meraki to customers.
- To consider the customer and partner benefits of offering a Meraki Managed Service.
- What trigger questions to ask key customer stakeholders to help qualify Meraki opportunities and where the best insertion points are.
- Strategies to overcome objections.
- Where to find additional sales resources.
- How to demo the highlights of a Meraki solution.

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Training Centres worldwide





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