CERTIFICATION PROGRAM

LEVEL 2 // ESSENTIAL TELTONIKA NETWORKS PRODUCT TRAINING

This live, interactive Essential Training provides participants with the fundamentals of Teltonika Networks' products and competitive landscape. It takes place on Microsoft Teams in groups of up to 12 participants, over the course of 2 days for a total of 10 hours. A headset and microphone are a must, but webcam is optional.

TRAINER:

PRANAS AKSAMITAUSKAS

Product Training Certification Coordinator

Pranas Aksamitauskas is an expert Teltonika Networks Project Executive with over ten years of extensive experience in different marketing and B2B segments. He's been successfully navigating the IoT market using his knowledge and skills gained in the manufacturing, automotive, and technology industries, and is now ready to help you begin your IoT journey.

WHAT THIS TRAINING COVERS?

Dive deep into Teltonika Networks' competitive landscape, analyzing and emphasizing key trends and market drivers. Participants will be introduced to our extensive product portfolio, as well as the most common forms of objection by potential clients – and how to best overcome them. The added value of RMS in IoT solutions will be presented and the vast world of RutOS functionalities and customization options will be explored. And lastly, you'll get a sneak-peak into our product roadmap, upcoming updates and newest features.

AGENDA:

/ CORPORATE INFORMATION

/ MARKET TRENDS AND DRIVERS

/ POWER OF RutOS

/ PRODUCT PORTFOLIO

/ IN-DEPTH RMS LIVE PRACTICE

/ COMPETITIVE LANDSCAPE

/ BUSINESS CASES

/ OBJECTION HANDLING

STRUCTURE:

/ 2-DAY TRAINING

/ TOTAL OF 10 HOURS

/ DISCUSSION, NON-WEBINAR FORMAT

/ TRAINING VIA MICROSOFT TEAMS

/ GROUPS UP TO 12 PEOPLE

/ PARTICIPANTS MUST HAVE: HEADSET + MICROPHONE, CAMERA IS OPTIONAL