

ESSENTIAL TELTONIKA NETWORKS LEVEL 1 SALES TRAINING

Offering a great product is not always enough to make a profit. This task requires having a strong sales team too. For this reason, we are launching Teltonika Networks sales training. Besides learning sales techniques and pitches, the students will obtain sufficient knowledge about our products, including technical highlights, certificates, real-life application scenarios, and competitive landscape. This will help them feel more confident and better assist their clients in a consultative sales role.

SPEAKER:

TADAS LITINSKAS //

Experienced Teltonika Networks Project Executive.
More than 16 years of experience in Sales and Marketing roles.

THE THINGS YOU WILL COVER:

/ During this training, you will get in-depth knowledge about Teltonika Networks products, their purpose, and the manufacturing process. We will showcase real-life use cases from various countries with specific Teltonika Networks devices and explain their value in these scenarios.

/ We will also cover the main competitors, their products, and objection handling.

/ We will demonstrate the added value of RMS in IoT solutions and discuss the wide functionalities and customization options of RutOS software.

/ And lastly, we will give you a sneak-peak into our product roadmap, upcoming RMS updates, and newest features.

AGENDA:

- / CORPORATE INFORMATION
- / MANUFACTURING CAPABILITIES
- / MARKET TRENDS AND DRIVERS
- / PRODUCT INFORMATION
- / RMS LIVE PRACTICE
- / COMPETITIVE LANDSCAPE
- / USE CASES AND TOPOLOGIES

STRUCTURE:

- / 2-DAY TRAINING
- / TOTAL OF 10 HOURS, DISCUSSIONS
- / FORMAT – DISCUSSION, NON-WEBINAR
- / TRAINING EVERY TWO WEEKS
- / TRAINING VIA MICROSOFT TEAMS
- / GROUPS UP TO 10 PEOPLE
- / QUESTIONNAIRE AND EXAMINATION
- / PARTICIPANTS MUST HAVE: HEADSET + MICROPHONE, CAMERA (OPTIONAL)

REGISTRATION:

- / DECIDE WHICH SLOT IS THE PERFECT FOR YOU
- / SEND PARTICIPANT DETAILS TO YOUR TELTONIKA NETWORKS MANAGER
- / CONFIRM THE PRO-FORMA INVOICE
- / MAKE PAYMENT FOR THE PRO-FORMA INVOICE
- / PAYMENT SHOULD BE RECEIVED WITHIN 48 HOURS
- / GET CONFIRMATION FROM YOUR TELTONIKA NETWORKS MANAGER