

SALES SPECIALIST

What is a Microsoft Sales Specialist?

A title achieved through a training and accreditation program designed for individuals in a sales role within a Microsoft partner organization

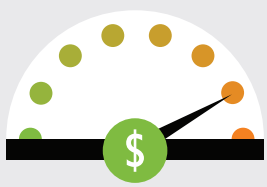


EXAMPLE ROLES INCLUDE:

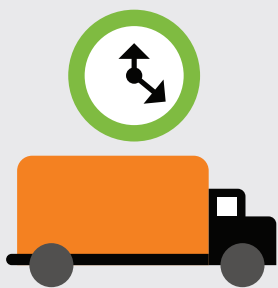
- Territory sales
- Licensing specialist
- Sales executive
- Consultant
- Account manager
- Field sales representative
- Telesales representative
- Solution sales representative

Benefits of accreditation

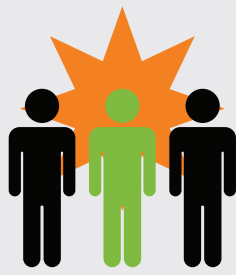
Sales Specialist accreditation can help you to:



ACCELERATE SALES



DELIVER SOLUTIONS
FASTER



DIFFERENTIATE
YOURSELF



SHOWCASE YOUR
CREDENTIALS



ENABLE YOUR ORGANIZATION
TO ACHIEVE A MICROSOFT
PARTNER NETWORK
COMPETENCY



GET A BADGE THAT
SHOWS YOUR
ACCREDITATION

What others are saying

"When customers see the certificates in the emails that [accredited] sales/presales employees send out, customers are convinced that those sales people are competent on the technology they are presenting to the customer, hence, significantly reducing the length normally required to build mutual trust."

-Nagaraj P. & Prashanth S., *Quadrasystems.net Pvt. Ltd. India*

What business areas and Microsoft competencies are available?

Sales Specialist accreditation is available for the following Microsoft competencies:

 APPLICATION INTEGRATION

 APPLICATION LIFECYCLE
MANAGEMENT

 BUSINESS INTELLIGENCE

 COLLABORATION
AND CONTENT

 COMMUNICATIONS

 CUSTOMER RELATIONSHIP
MANAGEMENT

 DATA PLATFORM

 DEVICES AND DEPLOYMENT

 DIGITAL ADVERTISING

 ENTERPRISE RESOURCE
PLANNING

 IDENTITY AND ACCESS

 LEARNING

 MANAGEMENT AND
VIRTUALIZATION

 MESSAGING

 MIDMARKET SOLUTION
PROVIDER

 PROJECT AND PORTFOLIO
MANAGEMENT

 SERVER PLATFORM

 SMALL BUSINESS

Get started at <http://aka.ms/mssalesspecialist>

 Microsoft