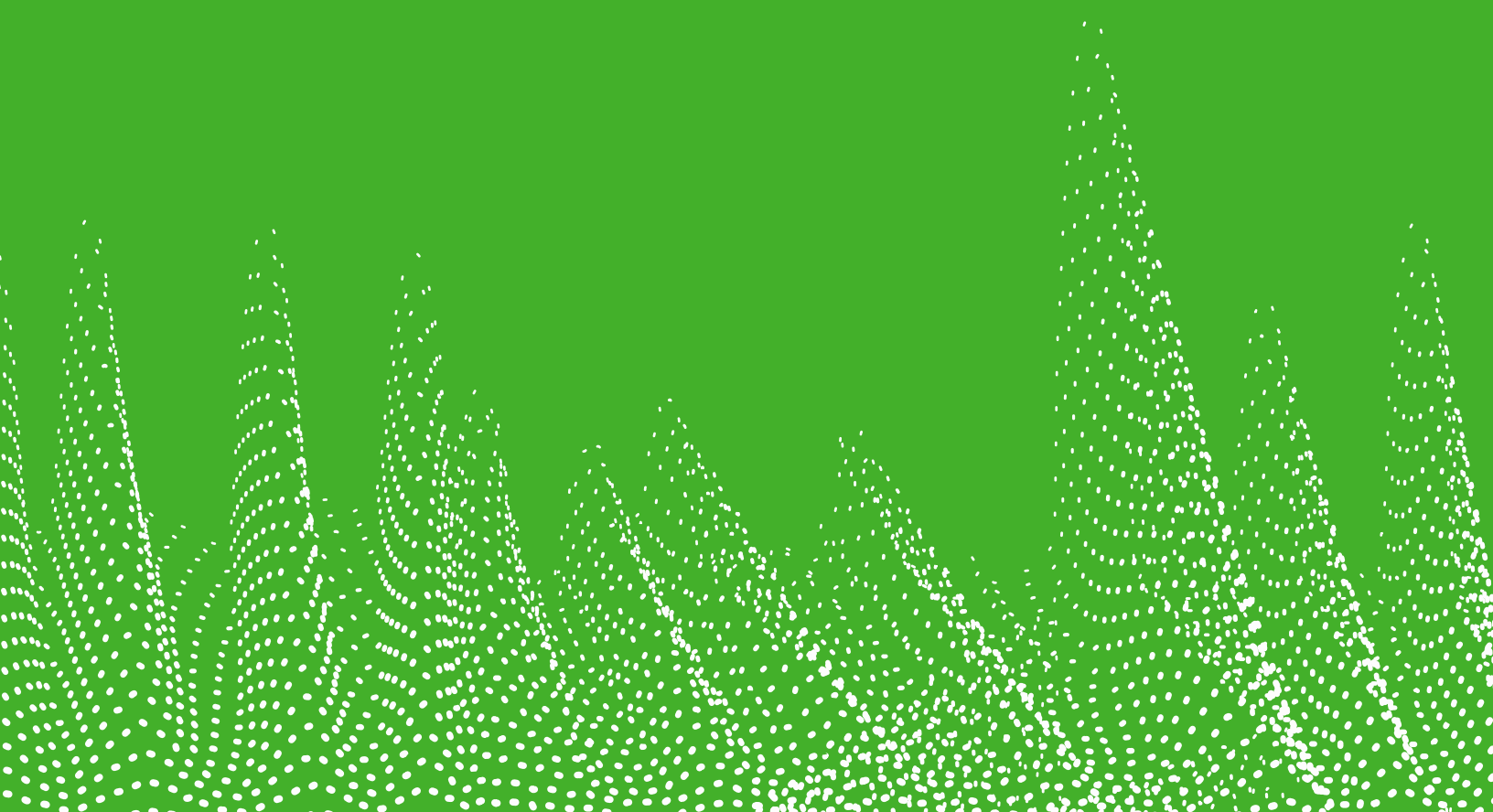




Certified Forcepoint Inside Sales Representative

SALES TRAINING



Certified Forcepoint

INSIDE SALES REPRESENTATIVE

Inside Sales Professionals are experts at remote or virtual sales. These skilled professionals provide an expansive interface to partners, customers and potential clients. They are expected to understand the needs of their customers and be able to quickly find suitable solutions to solve their problems. A broad understanding of industry, trends, concerns and problems faced by customers is key to the success of Inside Sales Professionals.

To assist Inside Sales Representatives with their day-to-day functions, Forcepoint offers the Certified Forcepoint Inside Sales Representative training. This training consists of 9 computer-based training (video) modules. These modules provide an overview of Forcepoint solutions, APTs, business problems and the Forcepoint solution, competitors, objection handling and how to engage with Forcepoint.



Course Title: Inside Sales Representative

Audience: Those who sell Forcepoint solutions via phone or email

Duration: 2.5 hours (run-time)

Modules within the Certified Forcepoint Inside Sales Representative training include:

Module Name	Duration	Delivery Format
Who Is Forcepoint?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Business Problems & The Forcepoint Solution	20 min	CBT
The Forcepoint POV	10 min	CBT
Solution Selling Overview	20 min	CBT
Handling Objections	15 min	CBT
Competitive Overview	10 min	CBT
Partner Tools & Resources	5 min	CBT
2015 Q4 Updates	15 min	CBT
2016 Q2 Updates	15 min	CBT

Each module is followed by a short multiple choice exam.

In order to attain the Certified Forcepoint Inside Sales Representative certificate, successful completion of all modules and associated exams is required.

To enroll in the Certified Forcepoint Inside Sales Representative training:

1. Log in to Forcepoint Partner Portal and connect to Forcepoint University. You can self-register for the Certified Forcepoint Inside Sales Representative training on the Forcepoint University Landing Page.
or
2. Contact your Forcepoint Channel Account Manager / Sales Representative

For more information about other Forcepoint training offerings, please visit our [Customer](#) or [Partner](#) training page.

Questions about Forcepoint training? Contact Forcepoint Technical Readiness and Training at salestraining@forcepoint.com

