

ADTRAN Sales Professional Certification for Virtual Wireless LAN (ASP/vWLAN) (Online Training)

ADTRAN Sales Professional for Virtual Wireless LAN certification is for sales people that are interested in understanding how to qualify a sales opportunity for the ADTRAN Virtual Wireless LAN solutions. This training will expose the student to applications that are appropriate for this platform as well as key features and benefits that differentiate it from other solutions that are available in the marketplace. The learner must pass the ASP/vWLAN exam to obtain the ASP/vWLAN certification. You must enroll in the ASP/vWLAN exam separately.

To enroll, go to www.adtranuniversity.com.

Course Content

- Course Introduction
- How to Sell
- How to Show
- Why Sell
- Where to Sell
- virtual Wireless LAN Solutions Details
- How to Quote

Prerequisites

None

Course Length

Approximately two hours (training length may vary per user)

Who Should Attend

- Sales Professionals
- Marketing Professionals
- Pre-Sales Support
- Value Added Resellers
- Distributors