

Microsoft Solution Sales Training

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you—wherever you are—to take your solution from idea to market with curated resources, world-class advice, and actionable steps to move your idea forward in the sales lifecycle from Build, to Go to Market, to Sell.

Solution Selling -- Redmond Channel Partner

Five to Ten-plus years of experience in positions related to Microsoft & Cloud field sales and technical solutions support.

Microsoft 365: 3 years (Required).

Business Applications & Financial Software Solutions | NY ...

Want to learn more and track your results as you go? Explore all M365 learning paths on the Partner Learning Portal ...

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Business Applications . Software has redefined businesses, from transaction management and inventory control to sales and marketing, so choosing the right solutions and the right technology provider is crucial to making the most out of your investments.

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Partners say the switch to solution selling is no easy feat. It requires significant up-front investments in training, sales staff retooling and large-scale sales cycle adjustments—all of which...

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Minimize training with event-driven sales processes that guide sellers to optimal outcomes. Grow with seamless tools Rely on a platform that keeps up with your evolving needs—seamless integration with familiar tools such as Office 365 and Power BI helps sellers build relationships now and into the future.

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