

CHANNEL DEVELOPMENT AND TRAINING PROGRAMS

District Sales Manager

Forum Description

This virtual course is designed to help Channel Sales and District Managers most effectively leverage the power of their partner base, and offer data and insights for a more profitable, more effective and ultimately more successful partner base. This 2 part series is delivered via Webcast with a live Q&A with the expert Channel Analyst.

Who Should Attend

District Sales Managers/Channel Sales

Virtual Course Cost

\$599 PER SEAT

\$8,000 UNLIMITED ACCESS/1 YEAR

Customized F2F Courses

We can customize this course specific to your company and channel initiatives – delivered in a ½ day F2F classroom for all your channel sales & marketing teams.

Custom Course Cost

\$25,000

Why Attend

Improve your effectiveness working with existing channel partners, and learn new skills to successfully sell and recruit partners

Expand your Channel skills and competencies to more effectively leverage your partners' sales and business resources?

Learn how to successfully work with both traditional partners and new types of partners (born in the cloud & hybrid)