



## Advanced Sales Course

### Course Profile

1 day

#### Who Should Attend

This course is intended to give sales people an advanced understanding of the **maximiser** system and its applications. Anyone involved in the promotion, selling and specifying of the **maximiser** IP PBX, especially into formal and informal Call Centre environments.

#### Prerequisites

Candidates should have a basic understanding of telephony and have already attended and passed the SpliceCom Basic Sales Course.

#### Objectives

The aim of the course is to provide delegates with the skills to enable them to make effective and value add sales of the **maximiser** IP PBX. The course focuses heavily on the attributes and benefits of the Call Centre application. The aim is to increase the knowledge and skillsets of the attendees in order to create differentiation and thereby increase the overall profitability of the sale.

#### Course Outline

- SpliceCom Corporate story update
- Overview of **maximiser** networking
- Review of the Vision Suite of Applications
- Vision Call Centre – all aspects
- Hosted and Managed solutions

#### Call us now

This training course is held at SpliceCom's training centre in Chorleywood, Hertfordshire. Call us on 01923 287700 to book a place.