

OBJECTIVES

After completing this track a Partner will be able to:

- Provide a high level overview of the Vertiv channel portfolio to a potential customer
- Articulate value propositions for the Vertiv channel offerings
- Recognize Vertiv customer personas, their common challenges and how to address them
- Describe the markets segments and demonstrate a basic understanding of their differences and similarities

The Introduction to Vertiv for Partners certification is for those engaging with Vertiv for the first time or experienced sales reps that want a refresher on the latest Vertiv has to offer. These courses are exclusively self-paced, online allowing you to complete them on your schedule and start making money on Vertiv solutions more quickly.

DELIVERY METHODS

- Online
- You will be able to download your certificate after completing the trainings

WHO SHOULD ATTEND

- Sales Reps, Technical Sales

INTRODUCTION TO VERTIV FOR PARTNERS COURSES

- Vertiv IT/Edge Solutions Product Overview

Time required: 9 min

- IT/Edge Solutions for Partners

Time Required: 40 min

- Power/Edge Solutions for Partners

Time Required: 20 min

- Thermal/Edge Solutions for Partners

Time Required: 7 min

REGISTRATION

[Fill out this form to request access](#)