JEDOX TRAINING

jedox.

COURSE

570
Jedox Presales Expert

Become a Jedox Presales Expert: Present with the Jedox OnePlatform and successfully create a prototype.

Duration 1 Day

What has to be considered at a presales appointment? Do's and Don'ts at a demo.
How can I effectively and successfully build a first prototype? Discover the Jedox OnePlatform and develop your script for your customer presentation.

COURSE OBJECTIVES

After the training, you will be able to use Jedox positioning, quickly discover struggles of prospects, shape the right solution fast, use best practices with demo content, stand out from the competition, reduce time for building proofs of concept (POCs), and effectively communicate the results Jedox can provide.

TARGET GROUP

This training is aimed at all those who want to further perfect their existing sales success in sales processes, present Jedox more effectively and create secure POCs.

THE TRAINING COVERS

The role and tasks of Presales Consulting
▪ 571 Demo Expert
- Tips & Tricks for the Jedox Standard Demo Environment OnePlatform
- How to Demo
▪ 572 POC Expert (BPA)
- Performing a POC Workshop
- How to customize demo environments by Industry, Business Functions, Ecosystem
- How to use Canvas

REQUIREMENTS

You have already taken part in the 200 and 300 Specialist and Professional courses or have equivalent knowledge.
In particular, the following are required:
- Jedox Online Certification (Specialist-Level) [299]
- Sales Enablement Process [117]
- Ability to create dynamic reports with Jedox Web
- Confident use of Jedox Modeler and Jedox Integrator
- General understanding of OLAP databases