websense®

Certified TRITON APX

Field Sales Representative

websense
TRITON®APX
ADVANCED PROTECTION

Certified TRITON APX Field Sales Representative

Field sales representatives are the face of the corporation for the products and services they sell. They possess a strong balance of communication and task-management skills. These seasoned sales professionals obtain a commanding knowledge of their target customers, existing competitors and industry trends that impact a buying decision. They are looked to as a definitive source for a solution to both current and future customer problems.

To assist Field Sales Representatives with their day-to-day functions, Websense offers the Certified TRITON APX Field Sales Representative training. This training consists of 14 computer-based training (video) modules. These modules provide an overview of Websense TRITON APX, APT, business problems and the Websense solution, competitors, objection handling, how to engage with Websense, provide an introduction to key security technologies, as well as an understanding of Web, Email, and Data Security; how to build a quote and proposal for selling Websense solutions.

Course Title: Field Sales Representative
Audience: Seasoned Field Sales professionals
Duration: 4 hours (run-time)

Modules within the Certified TRITON APX Field Sales Representative training include:

Module Name	Duration	Delivery Format
Who Is Websense?	10 min	CBT
What is TRITON APX?	10 min	CBT
Seven Stages of Advanced Threats	15 min	CBT
Business Problems & The Websense Solution	20 min	CBT
The Websense POV	10 min	CBT
Solution Selling Overview	20 min	CBT
Handling Objections	15 min	CBT
Competitive Overview	10 min	CBT
Partner Tools & Resources	5 min	CBT
Key Security Technologies	30 min	CBT
Understanding Web Security	20 min	CBT
Understanding Data Security	30 min	CBT
Understanding Email Security	25 min	CBT
Building a Quote & Proposal	15 min	CBT

Each module is followed by a short multiple choice exam.

In order to attain the Certified TRITON APX Field Sales Representative certificate, successful completion of all modules and associated exams is required.

To enroll in the Certified TRITON APX Field Sales Representative training:

1. Contact your Websense Channel Account Manager / Sales Representative
    or
2. Contact SalesTraining@Websense.com