

websense®

Certified TRITON APX
Inside Sales Representative



websense
TRITON[®]APX
ADVANCED PROTECTION

Certified TRITON APX Inside Sales Representative

Inside Sales Professionals are experts at remote or virtual sales. These skilled professionals provide an expansive interface to partners, customers and potential clients. They are expected to understand the needs of their customers and be able to quickly find suitable solutions to solve their problems. A broad understanding of industry, trends, concerns and problems faced by customers is key to the success of Inside Sales Professionals.

To assist Inside Sales Representatives with their day-to-day functions, Websense offers the Certified TRITON APX Inside Sales Representative training. This training consists of nine (9) computer-based training (video) modules. These modules provide an overview of Websense TRITON® APX, APT, business problems and the Websense solution, competitors, objection handling and how to engage with Websense.



Course Title: Inside Sales Representative

Audience: Those who sell Websense solutions via phone or email

Duration: 2 hours (run-time)

Modules within the Certified TRITON APX Inside 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

Each module is followed by a short multiple choice exam.

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

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

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