

# Axis Communications' Academy

## Seminar description



# Accelerate Network Video Sales

## Axis Business Seminar

**Length:** 3-4 hours

**Format:** seminar

### Course description

The Business seminar provides information for network video professionals who want to accelerate their sales. The course will help students become more successful in selling IP and Axis products. It gives the audience an insight into the rapidly growing network video market, the unique Axis offering and the 10 most compelling arguments for network video. The seminar describes Axis' business model and how Axisworks to support you in your sales process.

### Course objectives

You will learn:

- > To identify the unique advantages of teaming up with Axis
- > Top sales qualifiers
- > To leverage product lifecycles for long term end user relationships

### Who should attend?

Installers' and integrators' sales staff of network video that want to increase their success rate in the rapidly growing network video market.

### Prerequisites

Network video industry background.

**Register for this course at [www.axis.com/academy/classroom-based.htm](http://www.axis.com/academy/classroom-based.htm)**

Contact your sales office for more information about availability and price.