



4 Courses

Dell Technologies Introduction to IT Sales

Dell Technologies Becoming An Effective Seller

Dell Technologies Establishing Your Sales Strategy

Dell Technologies Closing the Deal



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Daniil Kozlov

has successfully completed the online Professional Certificate

Dell Technologies IT Sales Representative

The Sales Representative Professional Certificate prepared learners for success in entry-level sales roles within the dynamic technology sector. Participants gained a deep understanding of the sales process, while learning to build trust, rapport, and credibility with diverse buyer types. Throughout the program, learners explored major technology trends such as artificial intelligence (AI), and learned how to adapt their strategies to meet changing customer needs and market conditions. The program emphasized delivering business value, teaching learners to craft compelling value propositions, address customer objections, and apply negotiation and influencing techniques. Additionally, learners developed job readiness skills, ensuring they were well-equipped to enter the workforce.

Develop with Dell

Develop with Dell,
Instructor

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