JEFF MATTHEWS

TECHNICAL TRAINING

Individuals who want to learn how to build relationships with customers and gain their commitment during a sales interaction.

AUDIENCE

This course is designed for IT Recruiting and Sales Professionals who are responsible for working with corporations for IT Staffing.

LEARN TO

Identify IT Industry Platforms (2 hours)
Identify Corporate IT Infrastructures
Identify IT Job Descriptions
Identify IT Salary Levels

Unit1

Identify IT Industry Platforms (2 hours)
Identify Desktop, Laptop and OS Platforms
Identify Software and Web Development Platforms
Identify Security Platforms
Identify Storage Platforms
Data Management Platforms
Networking and Communications Platforms
IT Management Platforms

Unit 2

Identify Corporate IT Infrastructures (2 hours)
Identify the functions of the Corporate IT Infrastructures
Identify responsibilities of IT positions

Unit3

Identify IT Job Descriptions (2 hours)
Identify all IT positions
Identify functions of IT positions

Unit4

Identify Salary Levels (2 hours)
Identify Salary negotiations

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