

# Salesforce.com - Sales Cloud for Sales Representatives

**Duration:** 8.00 hours (1 days)

**6.5 CPD Hours**

**Rating:** ★ 4.6 (5,878 reviews)

## Course Information

**Delivery Format:** Instructor Led - Online

## Course Overview

This course will give students the knowledge and skills they need to use Salesforce® in the real world ultimately enabling them to meet and exceed their sales targets.

## About This Course

This course will give students the knowledge and skills they need to use Salesforce® in the real world ultimately enabling them to meet and exceed their sales targets.

## Who Should Attend

This course is designed for sales representatives who are managing their sales territories, with the goal of converting sales leads into sales opportunities and sales opportunities into closed sales. You may be selling products or services, or you may or may not be familiar with other CRM systems and may be new to Salesforce CRM.

# Learning Outcomes

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**Upon successful completion of this course, participants will be able to:**

In this course, students will create and manage records in the trial version of Salesforce® Sales Cloud® Lightning Enterprise Edition. Students will:- Create a basic Salesforce Sales Cloud environment and navigate the interface.- Optimize lead qualification.- Manage accounts and contacts.- Manage the opportunity pipeline.- Use Salesforce email.- Work with reports and dashboards.

## Additional Course Details

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Nexus Humans Salesforce.com - Sales Cloud for Sales Representatives training program is a workshop that presents an invigorating mix of sessions, lessons, and masterclasses meticulously crafted to propel your learning expedition forward.

This immersive bootcamp-style experience boasts interactive lectures, hands-on labs, and collaborative hackathons, all strategically designed to fortify fundamental concepts.

Guided by seasoned coaches, each session offers priceless insights and practical skills crucial for honing your expertise. Whether you're stepping into the realm of professional skills or a seasoned professional, this comprehensive course ensures you're equipped with the knowledge and prowess necessary for success.

While we feel this is the best course for the Salesforce.com - Sales Cloud for Sales Representatives course and one of our Top 10 we encourage you to read the course outline to make sure it is the right content for you.

Additionally, private sessions, closed classes or dedicated events are available both live online and at our training centres in Dublin and London, as well as at your offices anywhere in the UK, Ireland or across EMEA.

# Frequently Asked Questions

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## **Q: What delivery options are available for Salesforce.com - Sales Cloud for Sales Representatives?**

We offer multiple delivery formats:

- Live Instructor-Led Classroom Online (Virtual/Live Online)
  - Traditional Instructor-Led Classroom Training (ILT)
  - On-site delivery at your offices anywhere in United Kingdom
  - Private dedicated courses customized for your team
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## **Q: How many CPD hours does this course provide?**

The 1-day Salesforce.com - Sales Cloud for Sales Representatives course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

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## **Q: What is the duration of the Salesforce.com - Sales Cloud for Sales Representatives training?**

The training takes place over 1 day(s), with each day lasting approximately 8.00 hours including breaks for lunch and refreshments.

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## **Q: Do you provide corporate training for Salesforce.com - Sales Cloud for Sales Representatives?**

Yes, we provide corporate training, dedicated training, and closed classes for Salesforce.com - Sales Cloud for Sales Representatives. Training can take place anywhere in United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online allowing teams from across United Kingdom or internationally to attend.

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## Q: Why choose Nexus Human for Salesforce.com - Sales Cloud for Sales Representatives?

Nexus Human is recognized as one of the leading training providers. Our trainers have won multiple awards including:

- Small Firms Best Trainer Award
- National Training Partner of the Year (Ireland) - Multiple Years
- Global Top 30 Instructor Awards (2012, 2019, 2021)
- Tech Excellence Award Nominations
- Learning Performance Institute (LPI) External Training Provider Sponsor 2024


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## Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your Salesforce.com - Sales Cloud for Sales Representatives training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

# Nexus Human

## Professional Training & Development

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