ITIL® 4 Sales Professional

Category: Infrastructure & IT Operations | **Vendor:** PeopleCert

Duration: 8.00 hours (1 days) **6.5 CPD Hours** **Rating:** ⭐ 4.6 (5,878 reviews)

Course Information

Delivery Format:	Online LIVE
Certification:	ITIL® 4 Sales Professional
Related Exam:	ITIL® 4 Sales Professional

Course Overview

Included with the course as standard is the official PeopleCert Exam Voucher. Specifically designed for ITSM tool vendors, it provides a basic knowledge of the key ITIL concepts, with a strong focus on the marketing and sales of ITIL-based solutions.

About This Course

Specifically designed for ITSM tool vendors, it provides a basic knowledge of the key ITIL concepts, with a strong focus on the marketing and sales of ITIL-based solutions.

Who Should Attend

Popular among professionals who have advanced to roles such as:

Marketing Managers

Sales Managers

Customer Success Managers

Account Managers

Prerequisites & Entry Requirements

General Prerequisites:

Candidates must hold the ITIL®4 Foundation Certificate.

Learning Outcomes

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

This course helps anyone who wants to effectively use ITIL for sales.

Detailed Course Outline

Key concepts of ITSM

Explore the key concepts of ITIL implementations, and the value gained from adopting ITIL as a guide for service management.

ITIL guiding principles

Learn about the ITIL guiding principles, and how to use them when planning and managing an ITSM implementation.

ITIL management practices

Learn what ITIL management practices are, and how to use practice guides for ITSM implementations.

The ITIL maturity model

Understand the ITIL maturity model, including practice capability levels, organisational maturity, and assessments.

Implementing ITSM

Use the ITIL maturity and capability model to scope and plan ITSM implementation. Learn about the most common risks, and costs.

Technology solutions

Explore general guidance on automation and understand the key tools supporting automated IT service management practices.

Implementation measurement

Learn how to measure the progress and effectiveness of ITSM implementations.

Enabling value

Discover how ITIL can be harnessed to focus on customer value when selling and planning an ITSM implementation.

□□ Certification Path

ITIL® 4 Sales Professional

Exam: ITIL® 4 Sales Professional

Additional Course Details

Nexus Humans ITIL® 4 Sales Professional 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 ITIL® 4 Sales Professional 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

Q: What delivery options are available for ITIL® 4 Sales Professional?

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

Q: What certification does this course prepare me for?

The ITIL® 4 Sales Professional course helps prepare you for the ITIL® 4 Sales Professional certification path.

Q: Which exam does this course prepare me for?

This course prepares you for the ITIL® 4 Sales Professional official exam. You can take this exam at any exam center across United Kingdom including London, Manchester, Birmingham, Edinburgh, or live online wherever you are located.

Q: How many CPD hours does this course provide?

The 1-day ITIL® 4 Sales Professional course provides up to 6.5 CPD hours of structured learning. CPD certificates can be provided upon request.

Q: What is the duration of the ITIL® 4 Sales Professional training?

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

Q: Do you provide corporate training for ITIL® 4 Sales Professional?

Yes, we provide corporate training, dedicated training, and closed classes for ITIL® 4 Sales Professional. 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.

Q: What related terms do people search for?

Popular related searches include: ITSM SDM ITSDM ISDM

Q: Why choose Nexus Human for ITIL® 4 Sales Professional?

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

Q: Are there any discount codes available?

Yes! Use discount code **PENPAL5** when booking your ITIL® 4 Sales Professional training. Please note that only one discount code can be used per booking and cannot be combined with other special offers.

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