



IBM Certified Specialist - Storage Sales, Version 8

Acronym/Nickname		Certification Body IBM	
Description The IBM Certified Specialist - Storage Sales, Version 8 identifies opportunities for business and generates/qualifies demand using a consultative approach. This specialist determines business needs and requirements, effectively uses available tools and resources to design and sell storage solutions that meet the customer needs and requirements, and positions the solution to satisfy the customer's business needs.		Certification Level Covered competencies The success candidate must have: <ul style="list-style-type: none"> • Approximately two years of experience selling storage solutions • Capability to work in complex business environments • Works independently a majority of the time 	
		Requirements Candidates must pass the ff exams: <ol style="list-style-type: none"> 1. Test 748 - IBM Storage Sales Version 8 	
Target Technical Specialist		Career Path	
Authorized Testing Center: Prometric	Indicative Fee* 95.00 USD	Certification Schedule**	
<p>* Fees are exclusive of VAT and wire transfer fee ** Fees and schedules are subject to change without prior notice, please get in touch with Authorized Testing Centers through contact details below</p>			
Recommended/Preparatory Training Course title: IBM System Storage Product Portfolio Course duration: 2 days Course number: SSW01 Abstract: This two day course equips the student with key skills for selling IBM's System Storage portfolio by providing an in-depth understanding of IBM's selling strategy, products and solutions, the storage market space, and positioning against competitors in each product family. Upon completion of the course, the student should be able to identify, validate, qualify, propose and win IBM storage opportunities.			
Where to get more information: http://www-03.ibm.com/certify http://www.eduproinc.com http://www.wizardsgroup.com http://www.prometric.com http://www.pearsonvue.com EDUPRO INC Phone: (02) 8674409 DATABASE WIZARDS, INC. Phone: (02) 7574889 NEW HORIZONS COMPUTER LEARNING CTR Phone: (02) 8405000 INTERNATIONAL ELECTRONICS & TECHNICAL INSTITUTE INC., Phone: (02)7514147 OR 8820492 Southeastern College Phone: (02) 8340704 ATENEO PROFESSIONAL SCHOOLS Phone: (02) 8920383 MISNet Education Inc. Phone: (02) 7512871 MISNet Education Inc. - Cebu City Phone: (032) 2531536 INFOTECH XCHANGE INC Phone: (02) 8180835 LEXYSOFT CORPORATION Phone: (032) 2336350 GLOBAL FOUNDATION FOR INTL EDU Phone: (032) 2332500			