



# IBM Certified Specialist - System z Sales V2

<b>Acronym/Nickname</b>		<b>Certification Body</b> IBM	
<b>Description</b> The IBM Certified Specialist - System z Solution Sales V2 creates, identifies, and expands opportunities and takes customer orders to fulfillment. This specialist determines business needs and requirements, designs and sells System z solutions that address customer needs and requirements, and positions the solution in terms of what it will do for the customer-s business. Individuals in this role can justify solutions from a financial perspective, effectively use tools and resources to close sales, and work within accounts to ensure customer satisfaction and build/maintain customer relationships.		<b>Certification Level</b>	
		<b>Covered competencies</b> The success candidate must have: <ul style="list-style-type: none"> <li>• Approximately 3-5 years of experience supporting IBM zSeries solutions</li> <li>• Ability to work in complex IT infrastructure environments</li> <li>• Performs a majority of customer-related work independently</li> </ul>	
		<b>Requirements</b> Candidates must pass the ff exams: <ol style="list-style-type: none"> <li>1. Test 425 - IBM System z Solution Sales V2</li> </ol>	
<b>Target</b> IBM Business Partners and IBM employees		<b>Career Path</b>	
<b>Authorized Testing Center:</b> Prometric	<b>Indicative Fee*</b> 95.00 USD	<b>Certification Schedule**</b>	
<small>* 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</small>			
<b>Recommended/Preparatory Training</b> Course title: zSeries Hardware Top Gun Course duration: 4.5 Days Course number: Abstract: This four and one half day sales class covers the entire spectrum of Large Systems products, sales strategies, solutions, and competition. It is the foundation course for developing Level-4 product and solutions sales skills. Even highly-skilled people will learn a great deal and find the class to be an excellent product and competitive update. It is also useful in preparing for the zSeries certification test.			
<b>Where to get more information:</b> <a href="http://www-03.ibm.com/certify">http://www-03.ibm.com/certify</a> <a href="http://www.eduproinc.com">http://www.eduproinc.com</a> <a href="http://www.wizardsgroup.com">http://www.wizardsgroup.com</a> <a href="http://www.prometric.com">http://www.prometric.com</a> <a href="http://www.pearsonvue.com">http://www.pearsonvue.com</a> 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 ATNEO 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			