Curriculum requirements APEX





SALES SPECIALIST Track: Cloud Automation

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations • Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations • Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Cloud Automation Course: How to sell Red Hat Ansible Tower (0.5 hrs)	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day



SALES SPECIALIST

Track: Cloud Management

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations • Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations • Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Cloud Management • How to Sell Red Hat CloudForms	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day

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Curriculum requirements APEX





SALES SPECIALIST

Track: Infrastructure-as-a-Service (IaaS)

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations • Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Infrastructure-as-a-Service (IaaS) • Course: How to Sell Red Hat OpenStack Platform	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day



SALES SPECIALIST

Track: Platform-as-a-Service (Paas)

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations • Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations • Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales specialist -Platform-as-a-Service (Paas) • Course: How to Sell Red Hat OpenShift	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day

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SALES SPECIALIST Track: Ceph Storage

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations • Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Red Hat Ceph Storage Course: How to Sell Red Hat Ceph Storage	0.5hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day



ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5hrs
Prerequisite: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Red Hat Gluster Storage • Course: How to Sell Red Hat OpenShift (0.5hrs)	0.5hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day

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Curriculum requirements APEX





SALES SPECIALIST Track: Virtualization

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5hrs
Prerequisite: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Virtualization • How to sell Red Hat Virtualization	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
1 day sales/sales engineer training	1-day