



## SALES ENGINEER SPECIALIST

### Track: Cloud Automation

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 52.0 hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales Engineer Specialist: - Cloud Automation</b> <ul style="list-style-type: none"> <li>Course: How to sell Red Hat Ansible Tower (0.5 hours)</li> <li>Course: Red Hat Ansible Automation Foundations (4 hours)</li> <li>Course Deployment with Red Hat Ansible Automation (45 hours)</li> </ul>	49.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days



## SALES ENGINEER SPECIALIST

### Track: Cloud Management

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 11.5 hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales Specialist - Cloud Management</b> <ul style="list-style-type: none"> <li>Course: How to Sell Red Hat CloudForms (0.5 hours)</li> <li>Course: Red Hat CloudForms 4 Foundations (8 hours)</li> </ul>	8.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days

**SALES ENGINEER SPECIALIST**

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

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 11.5 hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales Specialist - Infrastructure-as-a-Service (IaaS)</b> <ul style="list-style-type: none"> <li>Course: How to Sell Red Hat OpenStack Platform (0.5 hours)</li> <li>Course: Red Hat OpenStack Platform 10 Foundations (8 hours)</li> </ul>	8.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days

**SALES ENGINEER SPECIALIST**

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

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 15.5 hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales specialist -Platform-as-a-Service (Paas)</b> <ul style="list-style-type: none"> <li>Course: How to Sell Red Hat OpenShift (0.5 hours)</li> <li>Course: Red Hat OpenShift 3 Foundations (12 hours)</li> </ul>	12.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days



## SALES ENGINEER SPECIALIST

Track: Ceph Storage

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 27.5 hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales Specialist - Red Hat Ceph Storage</b> <ul style="list-style-type: none"> <li>Course: How to Sell Red Hat Ceph Storage (0.5 hours)</li> <li>Course: Red Hat Ceph Storage 2 Foundations (24 hours)</li> </ul>	24.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days



## SALES ENGINEER SPECIALIST

Track: Gluster Storage

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 15.5hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>	1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>	1.5 hrs
<b>Accreditation: Red Hat Sales Specialist - Red Hat Gluster Storage</b> <ul style="list-style-type: none"> <li>Course: How to Sell Red Hat Gluster Storage (0.5 hours)</li> <li>Course: Red Hat Gluster Storage 3 Foundations (12 hours)</li> </ul>	12.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING	Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>	2.5 days



### SALES ENGINEER SPECIALIST

Track: Virtualization

ONLINE TRAINING THROUGH RED HAT OPEN		Total time: 11.5hrs
<b>Prerequisite: Red Hat Foundations</b> <ul style="list-style-type: none"> <li>Course: Red Hat Foundations</li> </ul>		1.5 hrs
<b>Prerequisite: First Cloud Conversations</b> <ul style="list-style-type: none"> <li>Course: First Cloud Conversations</li> </ul>		1.5 hrs
<b>Accreditation: Red Hat Sales Specialist - Virtualization</b> <ul style="list-style-type: none"> <li>Course: How to sell Red Hat Virtualization (0.5 hours)</li> <li>Course: Red Hat Virtualization 4 Foundations (8 hours)</li> </ul>		8.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES ENGINEER TRAINING		Total time: 2.5-days
<ul style="list-style-type: none"> <li>1-day Sales/Sales Engineer training</li> <li>1-day Sales Engineer training</li> <li>½ day demo technical discovery training</li> </ul>		2.5 days