



SALES SPECIALIST

Track: Cloud Automation

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales Specialist - Cloud Automation <ul style="list-style-type: none"> 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
<ul style="list-style-type: none"> 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 <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales Specialist - Cloud Management <ul style="list-style-type: none"> How to Sell Red Hat CloudForms 	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none"> 1 day sales/sales engineer training 	1-day



SALES SPECIALIST

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

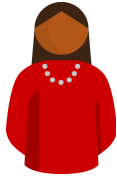
ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales Specialist - Infrastructure-as-a-Service (IaaS) <ul style="list-style-type: none"> Course: How to Sell Red Hat OpenStack Platform 	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none"> 1 day sales/sales engineer training 	1-day



SALES SPECIALIST

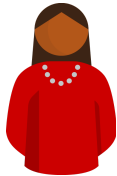
Track: Platform-as-a-Service (PaaS)

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales specialist -Platform-as-a-Service (PaaS) <ul style="list-style-type: none"> Course: How to Sell Red Hat OpenShift 	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none"> 1 day sales/sales engineer training 	1-day

**SALES SPECIALIST**

Track: Ceph Storage

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5 hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales Specialist - Red Hat Ceph Storage <ul style="list-style-type: none"> Course: How to Sell Red Hat Ceph Storage 	0.5hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none"> 1 day sales/sales engineer training 	1-day

**SALES SPECIALIST**

Track: Gluster Storage

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none"> Course: Red Hat Foundations 	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none"> Course: First Cloud Conversations 	1.5 hrs
Accreditation: Red Hat Sales Specialist - Red Hat Gluster Storage <ul style="list-style-type: none"> Course: How to Sell Red Hat OpenShift (0.5hrs) 	0.5hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none"> 1 day sales/sales engineer training 	1-day



SALES SPECIALIST

Track: Virtualization

ONLINE TRAINING THROUGH RED HAT OPEN	Total time: 3.5hrs
Prerequisite: Red Hat Foundations <ul style="list-style-type: none">Course: Red Hat Foundations	1.5 hrs
Prerequisite: First Cloud Conversations <ul style="list-style-type: none">Course: First Cloud Conversations	1.5 hrs
Accreditation: Red Hat Sales Specialist - Virtualization <ul style="list-style-type: none">How to sell Red Hat Virtualization	0.5 hrs
OPTIONAL/HIGHLY RECOMMENDED IN-PERSON SALES TRAINING	Total time: 1-day
<ul style="list-style-type: none">1 day sales/sales engineer training	1-day