



Sales Engineering

Increase Your Sales Trajectory

The Challenge

Coming up with the right solution to a customer's business needs is a critical part of the sales process. It requires years of firsthand experience in architecting similar solutions, solid technical skills to translate multiple objectives into a comprehensive solution set, and expertise in expanding the scope of the opportunity to a future set of needs. But trying to do it all by yourself can be an excessively ambitious undertaking when other work priorities demand focus.

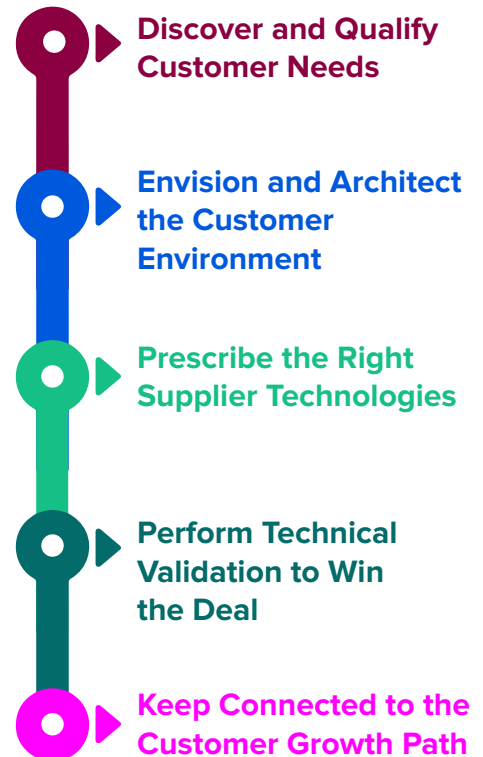
Our Solution

Telarus Sales Engineering offers solutions for your customers with subject matter experts in all Telarus technical disciplines. Our industry-leading, certified solution engineers and architects help you through entire sales process by guiding discovery and qualification of customer needs, architecting effective integrated solutions, validating supplier technologies, identifying expansion opportunities. Our experts are available to you at no additional cost, setting Telarus apart from other technology solutions brokerages.

Key Benefits

- Establish yourself as a Technology Advisor to your customers
- Uncover more revenue potential in the initial sale than expected
- Improve your win rates across more deals
- Increase your incremental revenue with solution expansion
- Develop sales expertise in areas new for your business

How it Works



Contact your Telarus representative to learn how Telarus Sales Engineering can help.



www.telarus.com



partners@telarus.com



385-355-0664