

Invest In Your Future!

At Zones, we understand the value of education as an investment in our most important asset, our team members. We are a learning community and as such we offer three venues of vocational training that will be carried throughout your career at Zones.

New Hire Sales Development Training

The Zones New Hire Training Program is an intense two-month course consisting of sales, systems, and product training. The first month of training is spent in the classroom focusing on all three areas. The second month of training is split between classroom time and actual customer calls on the sales floor.

- Sales training consists of various components including account acquisition, relationship building, overcoming objections, quoting/closing, and goal setting.
- Product training consists of the basics in areas such as networking, storage, software, and computer components.
- System training covers the Zones internal CRM system that manages customer information, product inquiries, quoting, and placing orders.

Zones University & Advanced Sales Training

Refine your IT knowledge and sales skills with weekly training by product manufacturers, high-energy professional trainers, and management.

Vendor training includes an interactive workshop style experience by top sales executives and engineers from Fortune 500 companies such as: IBM, Microsoft, and Hewlett-Packard, to name a few!

Learn new and advanced sales techniques to improve your skills in acquisition and retention through new and inventive methods. Our curriculum and emphasis on learning is in direct correlation with our success in sales. At Zones, we are a learning community and we never stop learning. Some Advanced Sales curriculum includes:

- Acquiring and developing accounts
- Handling objections
- Relationship building

Advanced Sales Certification

In addition to the Zones internal training requirements, there are many product certification programs that are recognized by the industry. Zones has a unique program that enables our account executives to further their sales education by providing a monthly certification focus and lab. The labs are sponsored by our partner manufacturers and assist the account executives in gaining the special designation of:

- VMware Sales Specialist (VSP)
- Symantec Sales Expert (SSE)
- Cisco (CSE)

...and many more!

We are a learning community, empowered to serve our customers with integrity, commitment and passion.



ZONES™
Connecting Businesses & Technology