



Partner Training Day

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Why spend the day with us?

We greatly value our partner family and are here to continuously enrich your business model, your investments and your bottom line.

To make the most of your partnership with UCi2i and to set yourself up for success, we invite you to spend the day with our marketing and sales teams to fully equip yourself to sell our video conferencing managed video service.

It's our duty to make sure you have all the tools and know how to be successful in selling UCi2i service plans. We therefore, urge all our partners to complete this one day training session held here at our North Greenwich offices to showcase our services, equipment and facilities - which of course, you are welcome to use at any time to aid your selling process.

It also gives you the chance to learn all you need to know about the UCi2i team, brand and video conferencing managed service at its best.

We want to get to know you, and we want you to get to know us. So, after a productive day, we'll also treat you to a UCi2i special event.

Remember, our resources are here to be utilised by you. Be it technical expertise, sales support or any additional information about our services, make the most of your training day by immersing yourself in the UCi2i offering.

Agenda

8.30am to 9am: Morning teas and coffees and office walkaround

9am to 10am: Marketing briefing

You will meet our Head of Marketing, Sally Crimes, who will familiarise you with our group marketing strategy, our brand, messaging and interesting insight into our end-user audience groups.

10am to 11am: Sales briefing

You will meet our Commercial Director, Bjorn Skeens and our Business Development Manager, Jonathan Hanman, who will run through our selling strategy, a basic technical demonstration, our unique selling points and our pitch.

11am to 1pm: Sales calls

We'll set you up with your own space in our offices so you can start to hit the phones and put everything you've learned into practice. We'll provide you with the marketing collateral you'll need for follow up emails, campaigns and sales scripts to get you started.

1pm to 2pm: Lunch

Enjoy lunch out in North Greenwich with Jonathan, Bjorn, Sally, and other members of the UCi2i team, where we can gain your feedback from the morning calls and answer any questions you have.

2pm to 4pm: Further sales calls and follow up

4pm onwards: UCi2i special event

Partner training days run on the Thursday of every week on a first come first serve basis. Contact us for our next available slot.

We look forward to spending the day with you.

Contact



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