

Providing you the best sales onboarding experience

To make you as successful as possible, as quickly as possible



Extensive Program

To get a **thorough understanding** of Unit4, products, sales & marketing tools.

Live interactive trainings

To deliver an **extraordinary People Experience** for the salespeople we onboard.

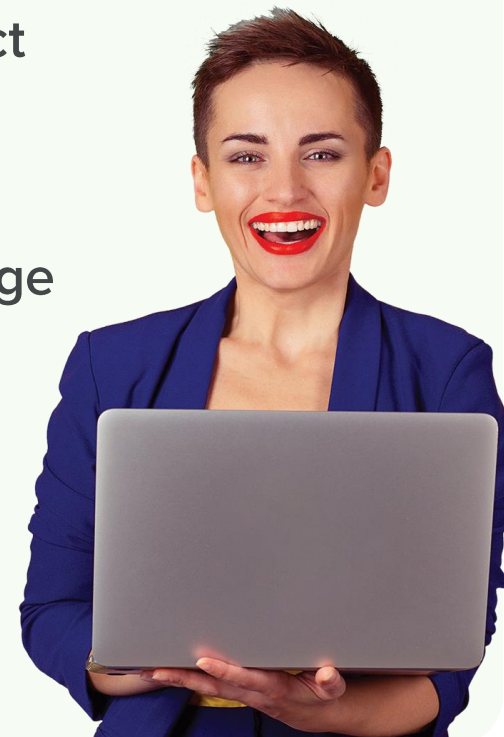
Self-study

Learn at your **own pace** through the **Unit4 LMS** learning management system.

Get your onboarding certification after delivering a great Unit4 sales pitch!

Benefits of the program

- 1 How to pitch with impact
- 2 Become a professional in presenting virtually
- 3 How to build and manage pipeline
- 4 How to win more deals



2
Months



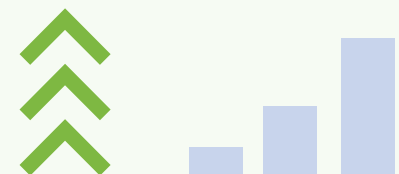
30
Sessions



70%
Live training



30%
Self-study



Join us in our mission to disrupt the market with UNIT4 ERP^x

Our 'right for your business' approach provides a comprehensive, fully integrated out of the box information infrastructure, delivered at scale, and enabled by breakthrough technology.



There's no better place to be onboarded than here...



We have developed our **own extensive sales onboarding program** delivered by various seasoned sales professionals.



We use the **Challenger sales methodology** in combination with Unit4's sales best practices.



We train you in **using world class sales tools** such as Salesforce, ClosePlan (deal execution) and DealHub (quotes).



We have a perfect mix of virtual training and **training-on-the-job including a buddy system.**



Our values

These are the values that guide us... **Unit4** may be in the technology industry, but we are **in business for people**, enabling them to have a positive impact on the individuals they serve.

People First, everything else will follow

Choose Curiosity, embrace challenges

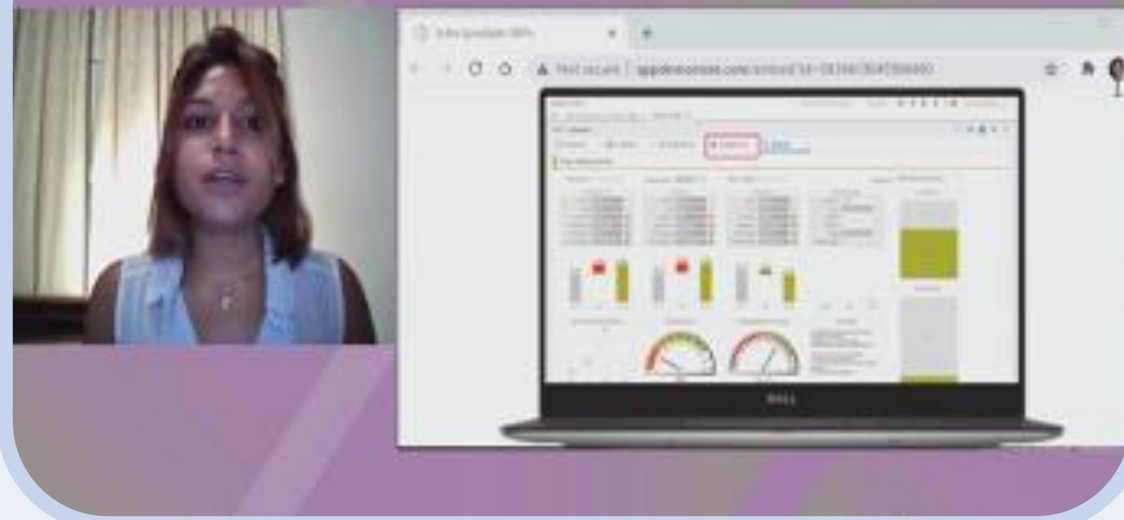
Make an Impact, be proud

Be Genuine, be true to yourself

Some training highlights of our sales onboarding experience

To make you as successful as possible, as quickly as possible

How to pitch



Leveraging analyst reports



How to present virtually



Dynamic ABM



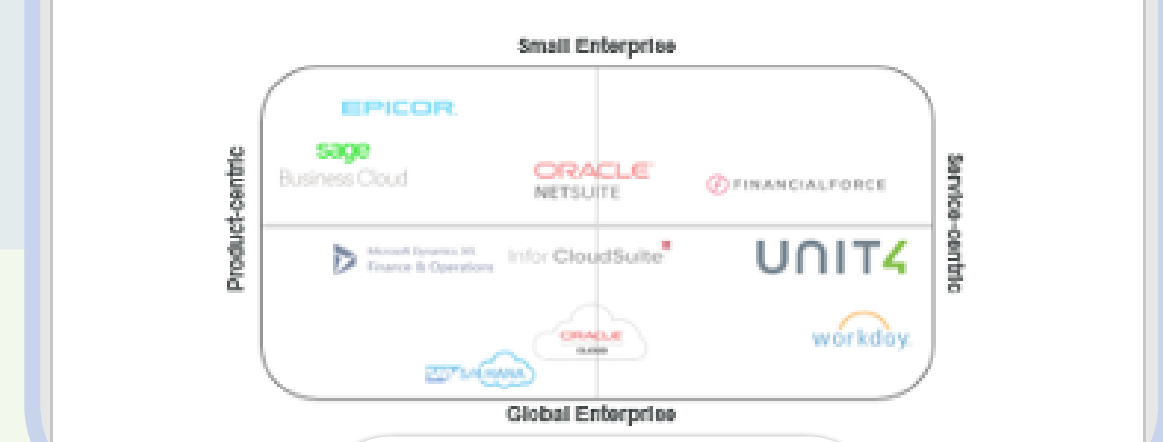
Joint Account Based Marketing



Deal scorecard

The Recognized Leader in the Mid-market

Source: Constellation Research



Unit4 Product positioning