

Methodology based onboarding of new pre-sales Solution Architects

Assignment Brief

A worldwide technology major equipped with a partner led strategy sales model, had a requirement for a partner to help them build market capacity for presales engineers. The training partner needed to have technical credentials plus have capability to help them set up a robust model in order to meet the long-term goals.

Benefits

An onboarding model through which the customers could fill the capacity gap in the market place

Challenges

Lack of trained pre-sales engineers, who were pivotal for the offtake consumption of Azure in the Indian market.

Highlights

Synergetics successfully delivered curriculum design, learning and delivery segments of the assignment. Plus being responsible for talent recruitment, infrastructure, end customer management of assessment capability.

Achievement

30 Productive Pre-Sales Engineers

Engagement Model

Outcome Based Project Outsourcing

Synergetics Value Proposition

- Custom-Built Curriculum
- Speakers who are Field Trained

Training Methodology

- Inline case studies
- Role Plays
- Discussion sessions filled with debates
- End to end program management of the Hand on Labs with integrated assessments