



# Unify Office Sales Professional

**Andrea Volonnino**

has passed a theoretical examination covering the following topics

- Unify Office by RingCentral Overview
- Unify Office Solution Overview
- Channel Harmony and Qualified Leads
- How the Unify Office Buyer Buys
- Running an Effective Sales Process
- Engaging and Prospecting New Accounts
- Qualifying a New Sales Opportunity
- Conducting Effective Discovery
- Conducting a Solution Demo Aligned to Prospects Needs
- Understanding Competitive Issues
- Addressing Key Customer Objections and Concerns
- Setting Up Customers for Long Term Success
- Verticals

The Unify Office Sales Professional has been awarded.

A handwritten signature in black ink, reading "John Balcar".

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John Balcar  
Global Director  
Atos Unify Academy

30.04.2021  
Certificate No: 146295  
Valid for 2 years