

Day in the Life of an Inside Product Specialist



55%

Act as Technical resource
Interact on a daily basis with partners and
end users in order to recommend
appropriate Dell Enterprise Products &
Solutions



Fabio Daanoue
Inside Product Specialist ,
GCN Channel France

Technical Sales Representative
considered as the owner of the
Enterprise business and as the
technical reference for your
customers and partners
30 Gold Accounts
Doing the Partners Enablement



15%

Collaborating with Partners and make
sure they understand Dell Technologies
messages and value proposition
Doing weekly business reviews with sales
teams and Drive all metrics



15%

Provide Partners all necessary
documentation and adequate training to
partners so that they are able to speak
Dell Enterprise portfolio products



15%

Working collaboratively with Inside
account sales teams assisting them in all
Enterprise queries they have