

Equinix Certified Sales Professional Certification Overview



The Sales certification included in the Equinix Certified Professional program is designed to help you extend your customer enterprise reach through learning how to position Equinix offerings and solutions.

Highlights: The **Equinix Certified Sales Professional Level 1 (ECSP-I)** curriculum provides foundational sales knowledge about Equinix and the challenges your customers face in the digital transformation, our value proposition of Platform Equinix, as well as the partner strategy and support to position Equinix as part of your solution offerings.

The **Equinix Certified Sales Professional Level 2 (ECSP-II)** curriculum provides advanced sales knowledge covering our Equinix IBXs and services, solution and use cases, and how Platform Equinix is positioned in the cloud journey together with other Strategic Alliances.

Value: Our most successful partners take both sales and technical training to influence customer conversations towards hybrid cloud strategies built inside Equinix with the most network and cloud dense ecosystem available today. As an Equinix Certified Sales Professional you will have the knowledge customers seek as a trusted advisor to meet the digital impact they face.

Prerequisite: Signed partner reseller in the Equinix Partner Program

Certification*: Sales Professional Certification is attained through online or live classroom training. Online certification is granted when the view criteria is met with a 75% or better on the total knowledge score. Live certification is granted by attending a local session delivered by a member of the Equinix channel team.

Equinix Certified Sales Professional Courses

ECSP-I

- *Equinix for Digital Business*
- *Platform Value Messaging*
- *Enterprise Selling Strategy*

ECSP-II

- *Colocation and Services*
- *Solution Enabling Digital Business*
- *Winning with Cloud*

Get Started: Log into Partner Central <https://partnercentral.equinix.com> and navigate to the tab “Train” for access to full training catalog.

**Certifications are valid for two years from the date online or live class criteria is met.*