

Croma Campus is now

NASSCOM[®]
Certified Member



SALESFORCE SALES CLOUD CONSULTANT CERTIFICATION TRAINING



Chase your dream companies



500K+

Satisfied Students



100K+

Online Students



300+

Trainers



300K+

Placements



200+

Global Certifications



150+

Companies



1.2 Million
Learners



1-1 Personalized
Mentorship



60% Average
Salary Hike

About PROGRAM



Learning Format

Online / Offline



Trainer

Industry Professionals



Career Services

By Croma Campus

Our course content has been specifically designed to turn you into a skilled professional in this industry. As a part of your certification training, you will receive enough study material and recorded video sessions that will help you cover all the latest trends and features in this course. The training session will comprise important sections, features, advantages, and scope of the technology in the coming years. Moreover, our qualified trainers will help you imbibe all the required skills, and information in a much better manner to help you in you becoming an expert in this technology. Post the completion of your course, you will receive a training certificate recognized world-wide.

What Make Us Trick



Career-oriented Sessions

Attend 25+ career-oriented sessions by industry mentors and prepare your career trajectory



Mock Interview Preparation

Prepare with mock interviews including most asked questions by top employers



Dedicated Job Portal Access

Get exclusive access to 200 job postings per month on Intellipaas's job portal



Profile Building

Craft a Cloud Computing resume and LinkedIn profile and make an impression on top employers



1:1 Mentoring Sessions

Get 1:1 guidance at every step in your career transition to Cloud Computing



Minimum 3 guaranteed interviews

Get job interviews with 400+ hiring partners including promising startups and top MNCs

Program FEATURES



Key Highlights

- ✓ Instructor – Led Training
- ✓ Self– paced Videos
- ✓ Project & Exercises
- ✓ Job Assistance
- ✓ Flexible Schedule
- ✓ Life Time Free Upgrade
- ✓ Mentor Support
- ✓ Guaranteed Interviews
- ✓ 1 – 1 with industry mentors
- ✓ Training Certification

Who Should Enroll in **this Program?**

Any technical degree or equivalents such as B.tech, M.tech, a degree in engineering, bachelor/master's in computer science, and basic programming knowledge.

This program caters to a wide audience, from those who are hoping to enter the industry

- ✓ Fresh graduates who are intent on taking the plunge into the job market
- ✓ Developers who are working in one of the functional roles of front-end or back
- ✓ Development and want to shift to full stack development
- ✓ Test engineers, system engineers, and others who want to make a career shift to

✓ Module 1 : Introduction and Getting Started

- Signing Up for a Free Salesforce Account – Keep it For Life
- Logging in to Salesforce and Switching Between Lightning and Classic

✓ Module 2 : Industry Knowledge

- Industry Knowledge Introduction
- Sales Metrics and Factors that Influence Them
- KPIs and Business Challenges
- Common Sales Processes and Key Considerations

✓ Module 3 : Implementation Strategies

- Implementation Strategies Introduction
- Scenarios and Successful Consulting Engagement Phases
- Planning Phase of Consulting Engagements
- Requirements Gathering Phase of Consulting Engagements
- Designing Phase of Consulting Engagements
- Building Phase of Consulting Engagements
- Testing Phase of Consulting Engagements
- Documentation Phase of Consulting Engagements
- Sales Deployment Considerations
- Measuring the Success of a Sales Cloud Implementation Project

✓ Module 4 : Sales Cloud Solution Design

- Sales Cloud Solution Design Introduction
- Designing an End-to-End Sales Process
- It All Begins with a Lead in the Sales Process
- Lead Processes and Lead Qualification Stages
- Lead Field Mapping
- The Lead Conversion Process – an Opportunity is Born (and Contact and Account)
- Analysing Customer Requirements to Determine Appropriate Solution Design
- Implementing Quotes
- Validation Rules and the Sales Process
- Automation Tools and the Sales Process
- Configure, Price, Quote

- Account Teams
- Opportunity Teams
- Enterprise Territory Management Capabilities and Use Cases
- Implementing Orders in Salesforce
- Sales Process Capabilities of Salesforce Mobile
- Sales Process Use Cases of Salesforce Mobile
- Sales Process Design Considerations of Salesforce Mobile

✓ Module 5 : Marketing and Leads

- Marketing and Leads Introduction
- Marketing Capabilities in the Sales Process
- Lead Scoring and Lead Qualification
- Managing Lead Data Quality

✓ Module 6 : Account and Contact Management

- Account and Contact Management Introduction
- Activating Social Accounts and Contacts
- Account and Contact Ownership and Visibility Considerations
- Sharing Rules
- Associating a Contact to Multiple Accounts, Contact Roles, and Duplicate Rules
- Implementing Account Hierarchy and Its Impact
- Data.com for Data Enrichment
- Implementing Person Accounts

✓ Module 7 : Opportunity Management

- Opportunity Management Introduction
- Implementing Multiple Sales Processes
- Sales Stages, Forecasts and Pipeline
- Introducing Assets
- Price Books and Opportunities
- Opportunity Product Line Items
- Product Scheduling and Opportunities
- Quotes and Opportunities
- Contracts
- Campaigns and Opportunities

- Setting Up Campaign Influence and Adding Influential Campaigns to Opportunities
- Collaborative Forecasting
- Multiple-Currency Impact on Opportunities

✓ Module 8 : Sales Productivity

- Sales Productivity Introduction
- Enabling and Measuring Sales Productivity and Adoption
- Email Tools for Salesforce
- Enabling and Setting Up a Path on Opportunities
- Collaborating in the Sales Process Using Chatter
- Salesforce CRM Content and Chatter Files in the Sales Process
- Work.com and Sales Productivity
- Einstein in Sales Cloud
- Mobile Solutions for Sales Productivity

✓ Module 9 : Communities and Site Management

- Communities and Site Management Introduction
- Implementing Communities
- Implementing Ideas for Page Layout
- Force.com Sites

✓ Module 10 : Sales Cloud Analytics

- Sales Cloud Analytics Introduction
- Sales Reports
- Report Filters, Sharing Rules, Teams and Visibility
- Sales Dashboards
- Sales Reporting Snapshots

✓ Module 11 : Integration and Data Management

- Integration and Data Management Introduction
- Common Sales Cloud Integrations
- Sales Cloud Data Migration & Enabling Deferred Sharing
- Large Data and Transaction Volumes

e-Learning through LMS

Learning Management System

Our LMS (LearnPitch) is for the administration, documentation, tracking, reporting, automation, and delivery of educational courses, training programs, or learning and development programs.

Our LMS has been designed to identify training and learning gaps, using analytical data and reporting to keep you up with the class activities.

Key Features Learning Management System



Live Sessions with Class recordings



Get study material with Assignments.



Track your curriculum covered.



Track your class wise attendance



Share your feedback for Trainer & Training



Get your Training Certificate from LMS



Training Certification

Earn Your Certificate

Your certificate and skills are vital to the extent of jump-starting your career and giving you a chance to compete in a global space.



Croma Campus is Nasscom Certified

Croma Campus is now

NASSCOM[®]

Certified Member



Croma Campus! Reviews



"The most rewarding part of my experience has been achieving a prestigious certification in the subject that I love. Moreover, the training offered out by the specialists are of world-class and prepares out the students for corporate world. For me Croma Campus means a lot."

*"By The
Students
For The
Students,,*

Your Success Is **Our Story**



Bharat

“I am fully satisfied with the excellent training services received by the expert staff at Croma Campus. I want to thank Croma Campus for providing me with the most innovative and affordable training services for learning all the software testing procedures and guidelines.”



Ankit

“It was a lifetime experience for me to get trained by IT Experts of Croma Campus. What I liked most about the training was the consistent high-quality education, which was friendly and co-active. The placement department was also proactive, they keep me updated regarding new job opportunities and provide the grooming session to crack the interview. At last, I would like to thank all faculty members of Croma Campus for their immense help and support.”



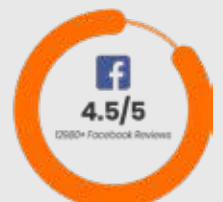
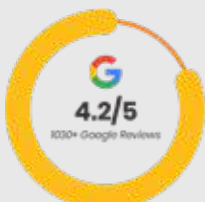
Umesh

“Without any second thought, I will give Croma Campus 10/10. Their placement department is highly proactive. I remember they started scheduling interviews for me from the very next day when I told them my course has been completed. These people are doing a phenomenal job and I highly recommend Croma Campus to everyone.”



Shams Khan

“Croma Campus is doing a phenomenal job in the IT training industry. The reason why I decided to join their training program was that they provide quality training at very a nominal price. Plus, the online training mode was also a factor due to which I decided to join the training program of Croma Campus as I didn't want to attend physical classes.”



Meet Our Team



Sales Team

Our Sales team is highly passionate, emphatic, positive attitude, great listening skills, ability to deliver quick solutions, and they are multitasker too. Our team always remains up-to-date about all the latest technologies and market trends. With effective communication skills, they always work to deliver the right information to customers when it is needed.



Product Team

Our product team is highly functional and collaborative working together to achieve the common outcome of designing exceptional digital experiences. Each of our members is a contributor to help us achieve success in long-run. Sitting at the high-end of technology and innovation, team helps to deliver high-end customer experiences and always comes out with a big idea as a game-changing plan.



Marketing Team

Our Marketing team works as gladiators and helps us to achieve business success in all possible ways. They are included in almost everything either it is building a brand, creating brand awareness, promoting products or services, delivering trailblazing customer experiences or increasing engagement at public forums. They are the true backbone of the Company.



Content Team

Our content team is responsible for ideation, creation, optimization, and distribution of content throughout the company. The team always starts its work with a strategy, how to create high-quality contents, and how to promote or share the content. Our in-house content team help us to produce all types of contents either they are educational content pieces, marketing content, SEO content, or any other forms too.



Customer Access Team

This is the team that has actually been taken up us from reactive state to a pro-active state. The team utilizes high-valued solutions to satisfy customers in all possible ways. It is truly said that no company can succeed if your customers are not satisfied. And our customer success team is dedicatedly working to keep all the customers satisfied and we always consider our customer feedback on priority.



HR Team

Our HR team is committed to provide high-end solutions to employees as they require. Our HR team has the right skills and knowledge to make sure that the HR department can always be legally and strategically successful. They know how to keep employees motivated all the time with the best HR policies and fun activities too from time to time.

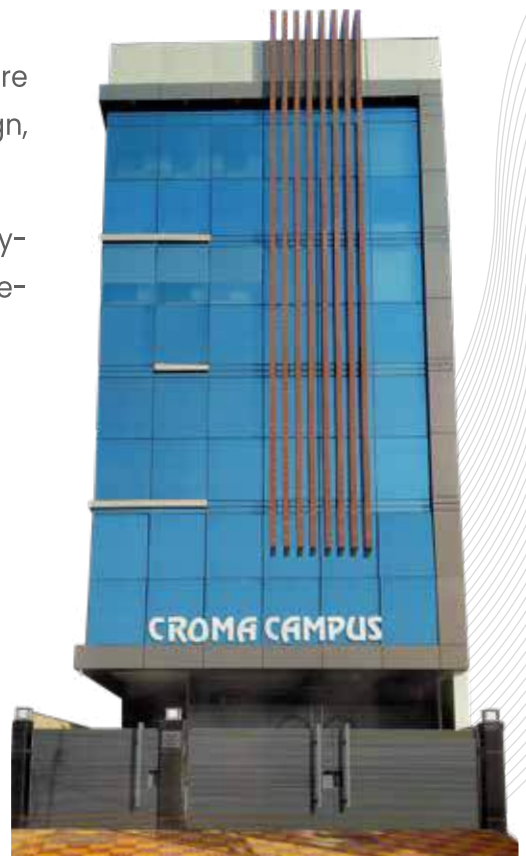


Glimpse Of Our Office

Look **Who We are**

Our office's infrastructure comprises all the necessary software and network resources that are required to deliver IT & Design, Human Resources, Digital Marketing, and training services.

We are well-equipped with bright designed work bays for employees and managers having separate cabins with spacious cafeteria and training classrooms.



About Croma Campus

“ Our Mission is to Build Nation through Education & Beyond Limitation. ”

Croma Campus Training & Development Private Limited is an education platform providing rigorous industry-relevant programs designed and delivered in collaboration with world-class faculty, industry & Infrastructure. In the past 12 years we have trained 18000+ candidates and out of which we are able to place 12000+ professionals in various industries successfully.

We Are
Affiliated
With Different
Partners



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