EAGLE
Productivity Solutions
AN **NIIT** GROUP COMPANY

VIRTES
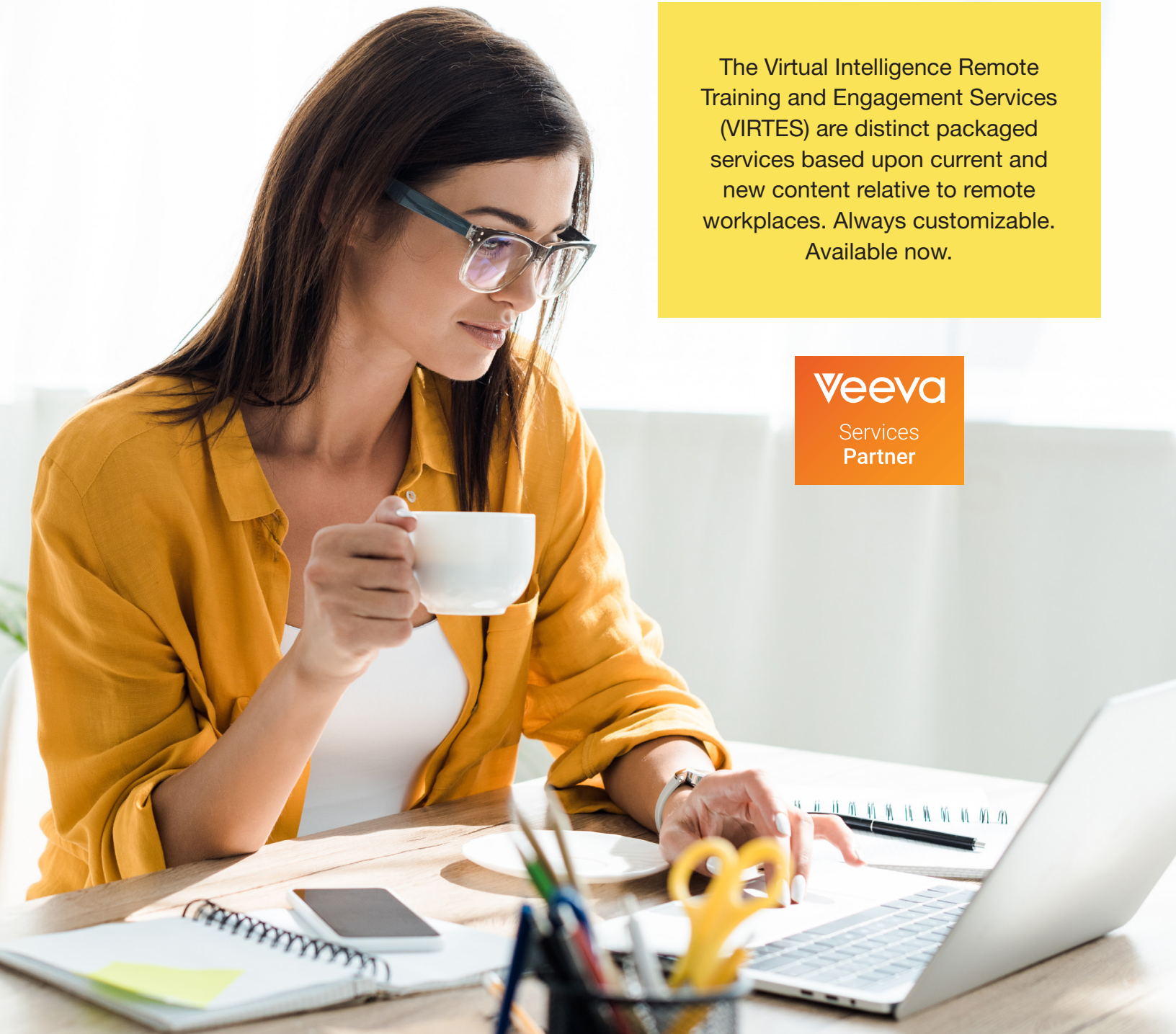Virtual Intelligence ▼ Remote Training
▼ Engagement Services

VIRTES Veeva Remote Engage Toolkit

Expert Veeva Engage training for easy, compliant online meetings

The Virtual Intelligence Remote Training and Engagement Services (VIRTES) are distinct packaged services based upon current and new content relative to remote workplaces. Always customizable. Available now.

Veeva
Services
Partner

VIRTES Veeva Remote Engage Toolkit

In the era of COVID-19, sales professionals in the life science's industry find themselves in the unenviable position of having to transition much of their communications with healthcare providers (HCPs) online quickly. With healthcare workers now on the front lines of the COVID-19 battlefield, a secure, compliant online communications alternative is essential to keep sales professionals and providers safe and healthy.

Until now, healthcare sales professionals have struggled with cumbersome conferencing solutions cobbled together from disparate products and platforms. These options made managing remote calling via CRM systems challenging, and content sharing almost impossible. Then came **Veeva Engage**.

Engage, a life sciences-compliant online meeting platform from Veeva Systems, helps healthcare sales professionals improve customer engagement, increase productivity and reach, and ensure compliance when meeting remotely with HCPs. Learning the basics of this revolutionary solution is essential to getting the most out of the platform quickly:

▸ **Scheduling:** How do I schedule a call using Veeva Engage?

▸ **Meeting protocols:** What are best practices for running HCP calls?

▸ **Veeva CRM:** What's the process for logging remote calls?

HCP meetings made easy

When your bottom line depends on customer relationships, ensuring business continuity is critical. The **Veeva Remote Engage Toolkit** from Eagle Productivity Solutions and NIIT keeps your sales cycle moving, offering both functional training and soft skills with Engage. In this uncertain time, it helps you put the focus back where it should be—on your customers.

The **Veeva Remote Engage Toolkit** helps you get up and running quickly with the Engage platform, delivering expert-led training that covers:

▸ Process management

▸ Communication and selling techniques

▸ Scheduling how-tos

▸ Guidelines for HCP meetings

▸ Remote calling tips

▸ Using your CRM with Engage

VIRTES Veeva Remote Engage Toolkit

Features

The Veeva Remote Engage Toolkit provides a detailed focus on call scheduling, managing HCP calls, and logging remote calls in Veeva CRM. This toolkit is delivered as a 75-minute course by an Eagle Certified Trainer.

Topics

Overview

- ▶ Veeva Remote Engage Toolkit Summary
- ▶ Call process management
- ▶ Selling soft skills
- ▶ Communication skills

Functionality Training

- ▶ Scheduling calls
- ▶ Running HCP calls
- ▶ Remote calls in Veeva CRM
- ▶ Best practices for soft skills

Quick Reference Cards (QRCs)

- ▶ One (1) QRC for functionality
- ▶ One (1) QRC for communication skills

Frequently Asked Questions (FAQs)

Chat logs are provided to track learner's questions to determine follow-up

Succeed with proven industry leaders

With over 65 years of combined experience, Eagle Productivity Solutions and its parent company NIIT, deliver customized global training programs proven to deliver cost savings, reduced training times, fewer employee errors, and better productivity. With more than 500 instructional designers and a global network of 2500 trainers, Eagle Productivity Solutions and NIIT have the experience, skills, and resources to make your online learning investments deliver measurable ROI—fast.

Don't wait: Get started today!

To quickly and cost-effectively deliver the most efficient, robust remote experience to your employees, contact Eagle Productivity Solutions today at info@eagleproductivity.com or contact your local Eagle or NIIT representative.

US:

Dawne Fitzgerald | VP, Business Development
Eagle Productivity Solutions
dfitzgerald@eagleproductivity.com
Mobile: +1 585.698.0627
www.eagleproductivity.com

Sean Kelley | Sr. Director-Business Development
NIIT (USA), Inc. Corporate Learning Group
sean.kelley@niit.com
Mobile: +1 630.414.2709
www.niit.com

EMEA:

Marcus Dinan | Senior Director, Business Development
Eagle Productivity Solutions
mdinan@eagleproductivity.com
+31 649416315