



MOTOROLA
SOLUTIONS

CUSTOMER STORY

- 20,000+ person American S&P 500 component radio, video equipment, telecom, software, and services provider with \$8.2 billion in revenue
- New Hire Academy, Sales Manager Academy & International New Hire Academy: communicate Motorola product portfolio, sales culture, and proprietary 'sales way' methodology to relevant personnel
- Transformed in-person and vILT experiences into 10-13 course interactive digital programs

550 Learners

11 Programs

40 Reseller Partners Enabled

“NovoEd and our New Hire Academies provide our sales people with an effective and flexible way to learn and grow their skills. We continue to enhance and improve our programs, & NovoEd has been a tremendous partner in helping with our training needs.” – Hannah Lindesmith, Sales Enablement Manager

