



Evoluzione delle Reti di Telecomunicazione: ruolo del SDN e Edge computing

21 Marzo 2023

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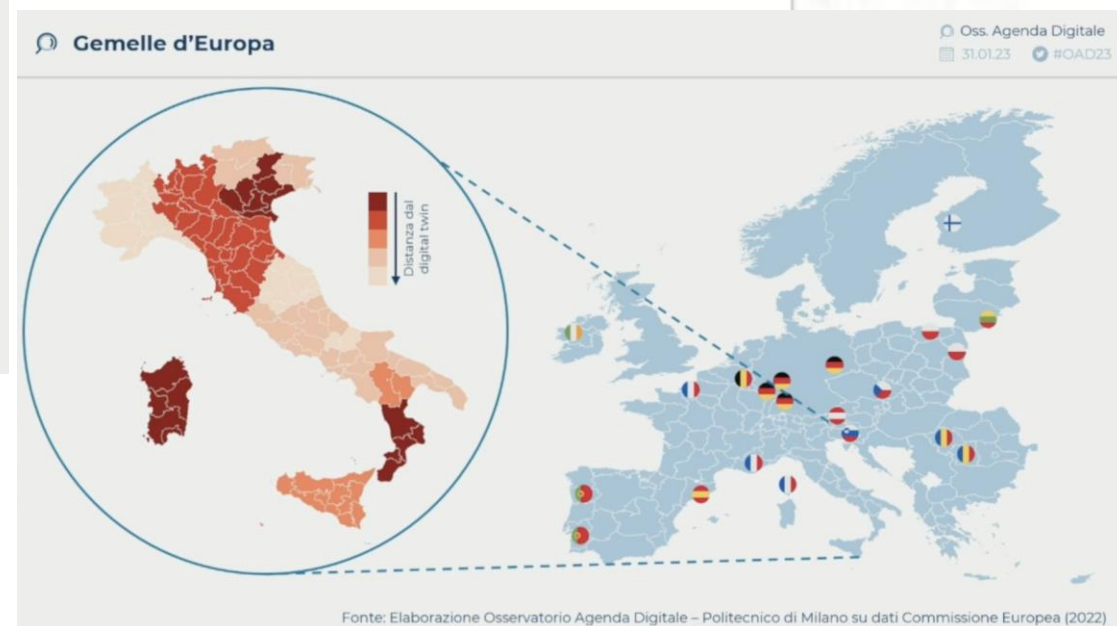
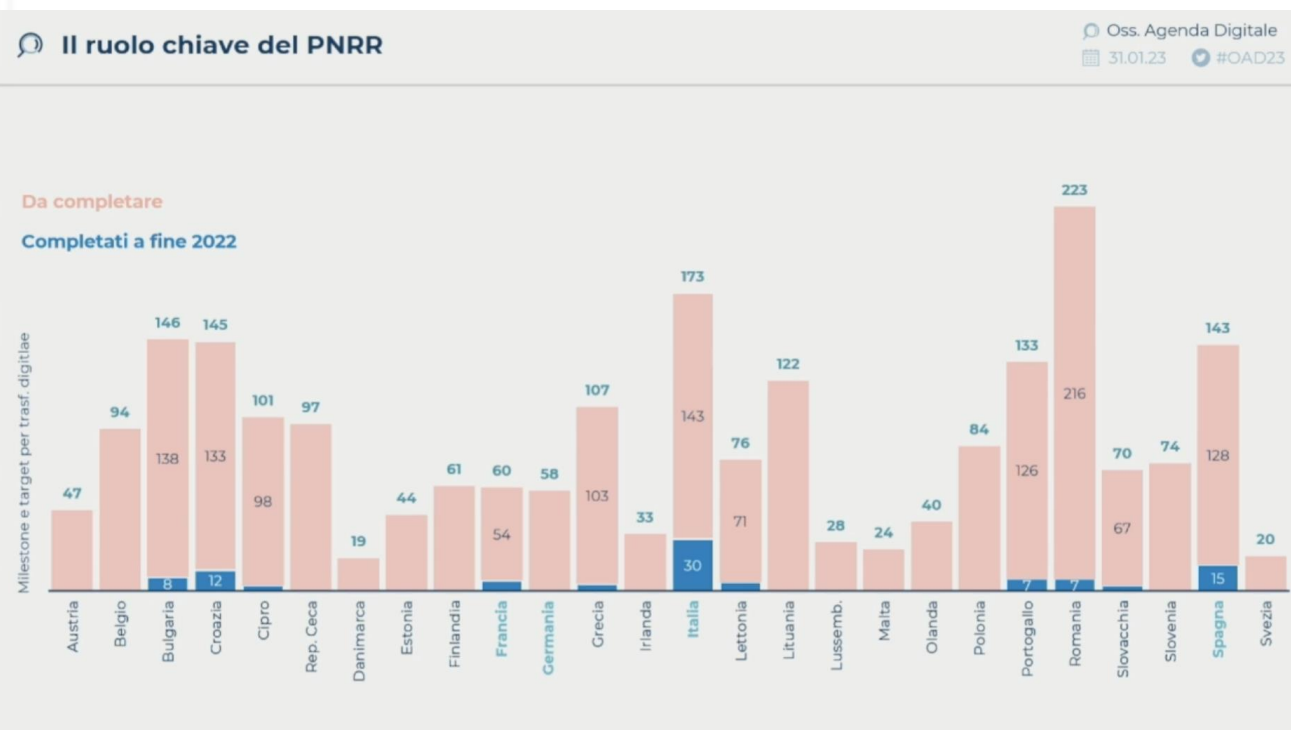
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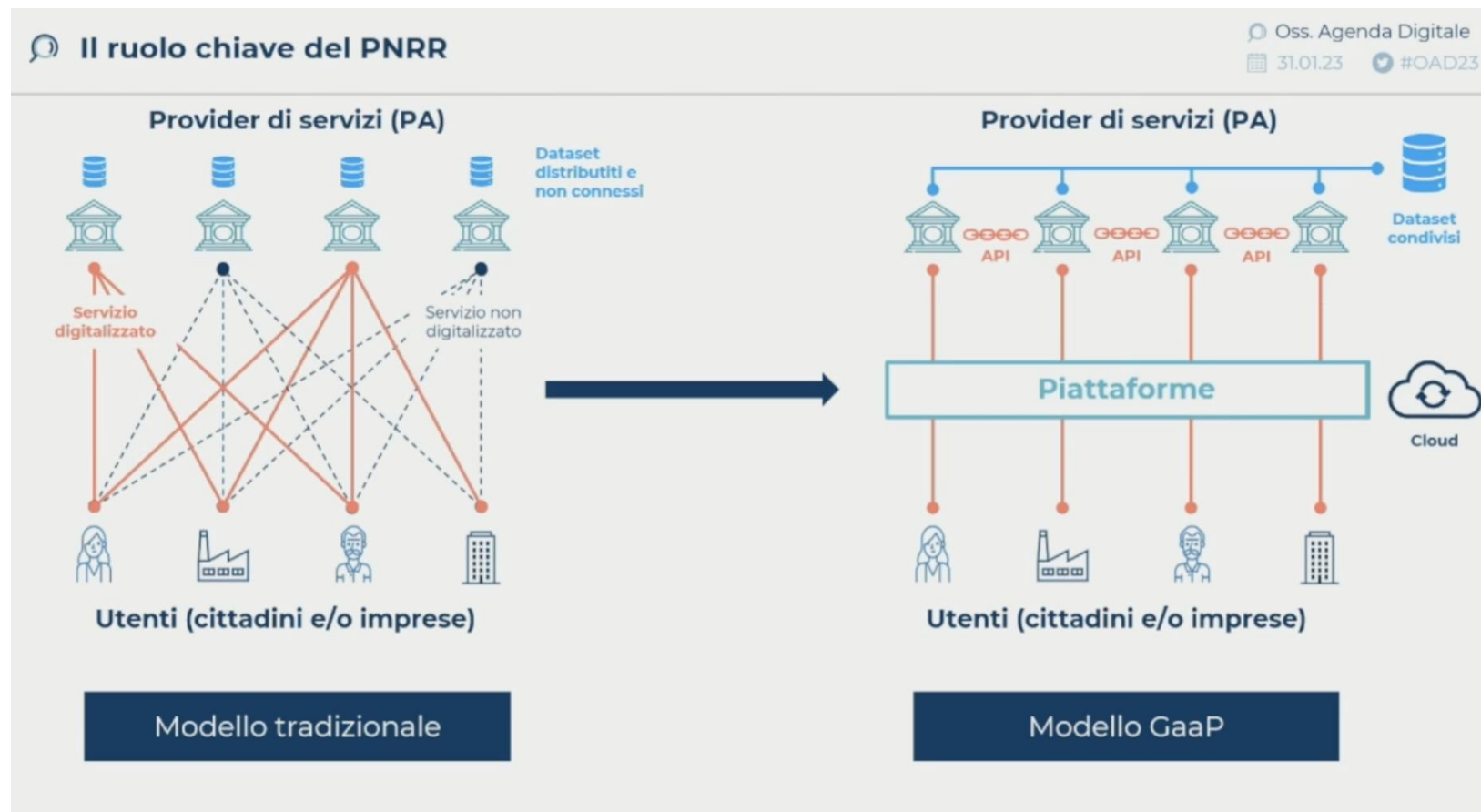


La trasformazione digitale ed il PNRR





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All'inizio del nuovo anno e' inevitabile che le aziende si interrogino su quale impatto avra' nei mesi a venire la trasformazione digitale nel nostro paese.

Qui di seguito un'analisi dei principali trend che caratterizzeranno il 2023 – 2024

- Instabilita' politica ed attacchi di stato
- IoT e cloud
- Infrastrutture obsolete
- Analfabetizzazione digitale



Ordine degli Ingegneri della Provincia di Roma

La trasformazione digitale: sistemi di AI



“write a job description for a national sales leader
for Networking Technology”

The Commercial Sales Leader for Juniper's AI Driven Networking Technology will be responsible for attracting and leading a team of sales professionals to drive new account sales of our full stack wired, wireless and WAN portfolio across the US. This individual will be responsible for building this outside sales team, setting sales targets, developing strategies to achieve these targets, and providing guidance and support to ensure that they are able to meet their goals.

Key Responsibilities:

- Develop and implement sales strategies and plans to achieve targeted sales growth and revenue
- Attract, train, retain and then help a team of sales professionals to achieve their sales targets, working in collaboration with an inside team of Virtual Account Managers to cover the large number and varying size accounts in their respective territories
- Develop and maintain strong relationships with key customers and partners
- Identify and pursue strategies to effectively engage our channel partners sales teams
- Collaborate with cross-functional teams, including marketing, product management, and engineering, to drive sales efforts
- Monitor sales performance and provide regular reports and updates to management

Qualifications:

- 5+ years of experience in sales management, preferably in the networking technology industry
- Strong leadership and team management skills
- Excellent communication and presentation skills
- Strong business acumen and analytical skills
- Proven track record of meeting or exceeding sales targets
- Knowledge of networking technology products and trends in the industry

This position requires extensive travel and may involve working outside of traditional business hours.

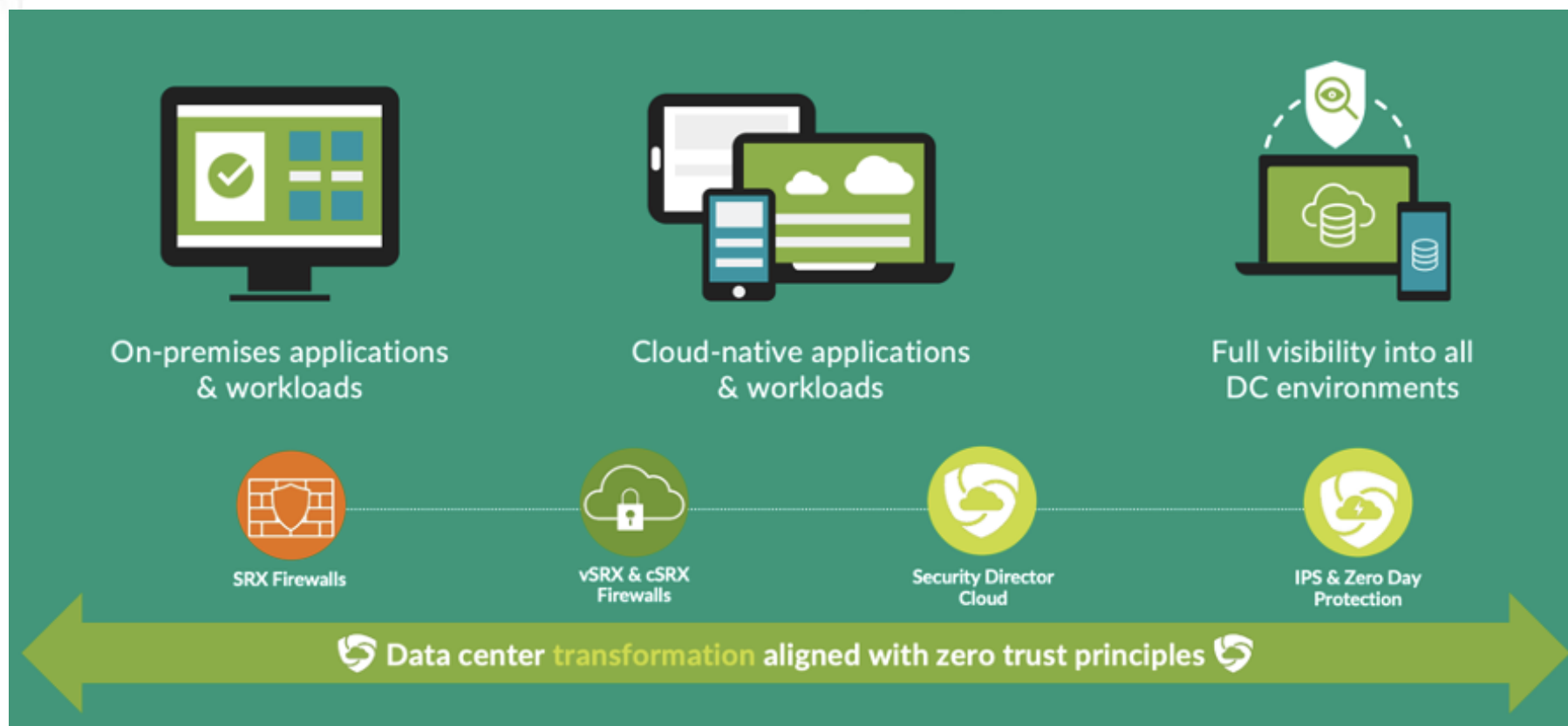


La trasformazione digitale: sistemi di AI





La trasformazione digitale e gli Edge Cloud





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Grazie per l'attenzione

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