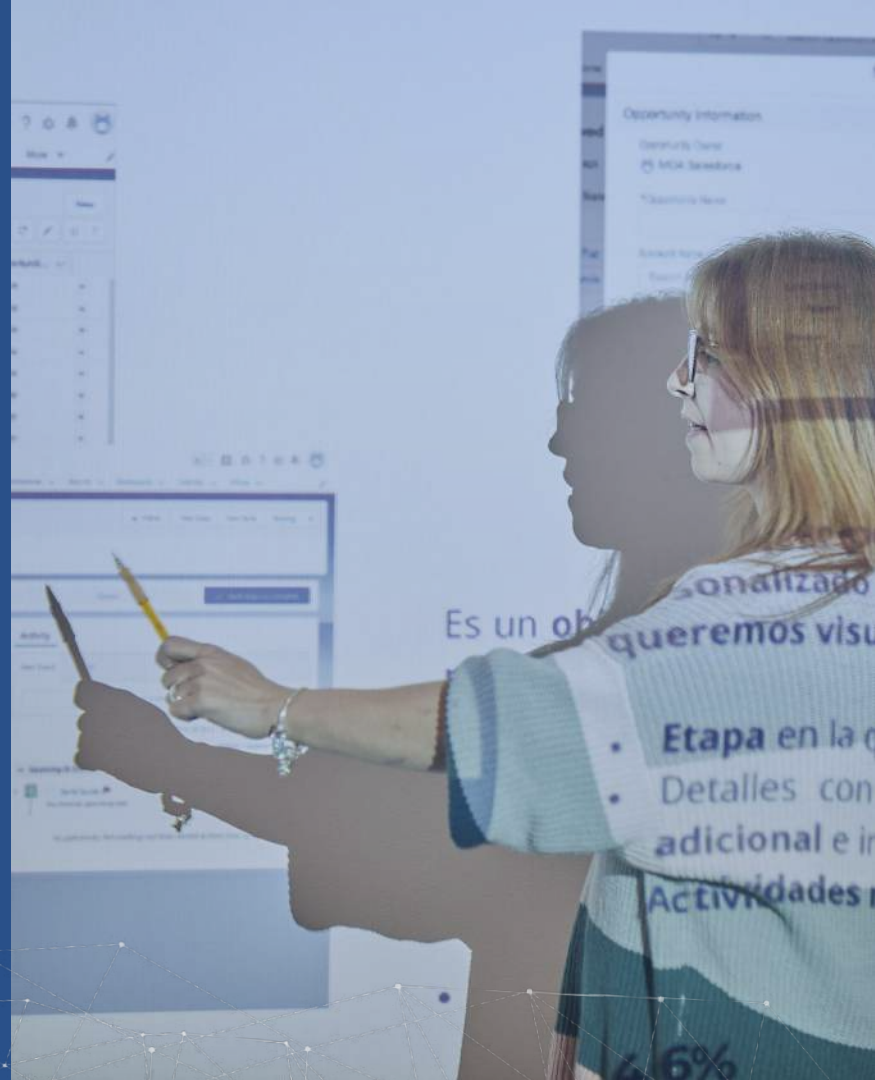


MOA.



Salesforce CRM & Marketing Cloud Bootcamp



MOA.

Get ready to master the Salesforce Ecosystem.



STARTS
17 September 2024



ENDS
29 November 2024



HOURS
96 hours



SCHEDULE
Tu. 6/8 pm, F. 3/7 pm,
Sat. 8am/12pm (CET)



FORMAT
Online Synchronous



PRICE
3.900 €





Salesforce CRM & Marketing Cloud Bootcamp

- 01** — **Bootcamp**
Objectives of the Programme and benefits of studying
- 02** — **Who is it aimed for?**
Does this program suit my requirements?
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In-Depth agenda, session by session, Salesforce Clouds
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Our students and their vision

Bootcamp goals

Our Salesforce Bootcamp will **accelerate** you to acquire the minimum knowledge required to work in the Salesforce ecosystem.

You will gain in-depth knowledge of Salesforce solutions such as Sales Cloud, Service Cloud, Marketing Cloud & Marketing Cloud Account Engagement (Pardot). We will prepare you for the **certifications**.

This bootcamp grants you access to Salesforce environments, facilitating hands-on learning through numerous practical exercises guided by our expert instructors.

The curated content is designed to expedite our students' knowledge and provide hands-on experience in an area that typically requires two years to accumulate.



Understand

the Salesforce operation within companies' Digital Strategy



Get to know

the main functionalities offered by the different Salesforce Clouds



Acquire

proficiency in using and mastering various Salesforce Clouds



To gain

the necessary expertise through an e2e real company use case presentation



Obtain

the necessary skills to work proficiently in the sector



Boost

Your profile and professional skills to achieve official Salesforce certifications

¿Why this bootcamp?

Developed by professionals for professionals seeking first-hand insights into the Salesforce ecosystem, this **accelerated bootcamp** provides knowledge typically acquired over two years. Ideal for professionals entering the Salesforce domain, it offers **hands-on experience, certifications**, and prepares you for **market demands**.
Ready for the challenge? ;)

Bootcamp Highlights



Our training is 100% practical and tailored to current market needs



All sessions are always recorded and accessible to you. Classes will be available in virtual classroom.



During the bootcamp, you will see case studies of companies from different sectors, focused on B2B, B2C and multi-industry.



Certified professors with a wide International experience



We offer access to our Certification online tool, featuring authentic exam questions for effective preparation.

Professionals focus on learning Salesforce

Our bootcamp is designed for individuals who want to accelerate and learn how to work with Salesforce and its ecosystem.

It is also suited for companies seeking to invest in employee training to apply these learnings in the professional field.



Digital professionals seeking to specialize and become certified in Salesforce technologies.



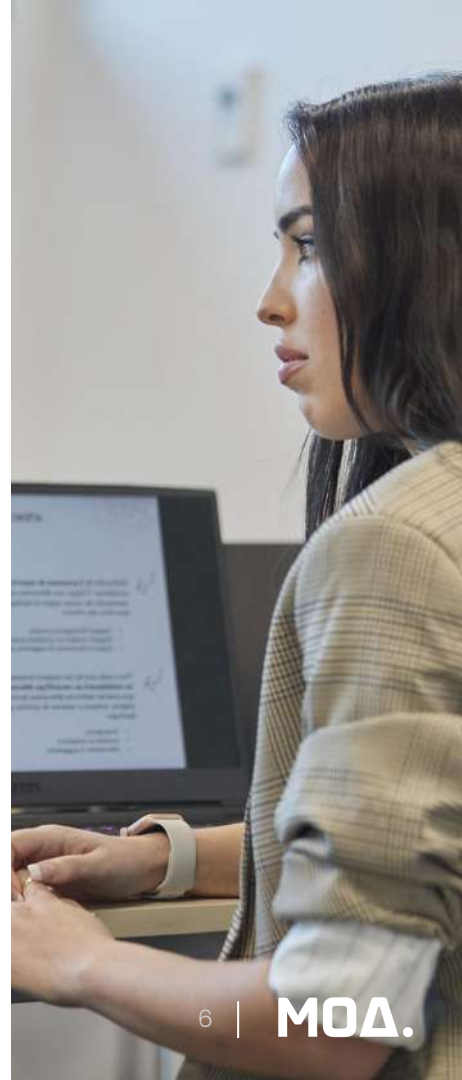
Salesforce enthusiasts looking to expand their knowledge of CRM and Marketing Automation.



Professionals seeking a career change and looking to invest in Salesforce.



Organizations looking to expand their knowledge or to invest in the Salesforce Ecosystem.





02. WHO IS IT AIMED AT?

Master your knowledge:

+ CRM - Sales Cloud	+ Customer Service
+ Marketing Automation	+ Marketing Cloud Engagement
+ Digital Marketing	+ Data Analytics
+ Marketing Account Engagement	+ Customer 360 View

The SYLLABUS, in CAPITALS. Everything you need to know to master Salesforce

Module 1: Salesforce CRM (Sales and Service)

- ✓ Salesforce Ecosystem
- ✓ Introduction to CRM
- ✓ Sales Cloud Platform
- ✓ Service Cloud Platform
- ✓ Implementation of real Sales Cloud and Service Cloud projects
- ✓ Admin, Sales & Service Certifications

Module 2: Salesforce Marketing Cloud

- ✓ Introduction to Marketing Automation
- ✓ Marketing Cloud Account Engagement (Pardot)
- ✓ Marketing Cloud Engagement Overview
- ✓ Email Studio & Cloud Pages
- ✓ Automation Studio & Journey Builder
- ✓ Mobile Studio
- ✓ Implementation of real Marketing Cloud projects
- ✓ Marketing Cloud Certifications
- ✓ 360 view: Salesforce CRM + Marketing Cloud Engagement

Get Ready for Certifications

BEGINNER'S



Certified
Associate

Soon



Certified Marketing
Associate

Soon



Certified
AI Associate

BASIC LEVEL



Certified
Administrator



Certified Marketing Cloud
Administrator



Certified Marketing Cloud
Email Specialist

ADVANCED LEVEL



Certified Sales Cloud
Consultant



Certified Marketing Cloud
Consultant



Certified Marketing Cloud
Developer



MOA CTC: Certification Training Center

From MOA, we will provide a voucher per student (included in the bootcamp price) so you can obtain your certification. During the training, we will explain where to start and which certifications you should acquire in order according to your profile.

We provide our platform to the community. Here you can practice with **200 updated questions and answers** from Salesforce certifications.

If you are considering obtaining your official Salesforce certification and want to train for your exam, **MOA will help you ensure your success.**

Experienced international talent

MOA faculty are proven professionals in the industry with extensive professional and academic experience.

We have a network of professors based in different countries around the world, all of whom have more than 15 years of experience in the Salesforce Ecosystem.

All of them are highly qualified and have worked in multiple industries.

All of them have a high value of professionalism, training experience, and human qualities.



Álvaro Pariente

Bootcamp Director

Álvaro, with a background in digital consulting across various industries, has garnered extensive international experience. His expertise includes founding Salesforce practices in six different countries, spanning Spain, several countries in Latin America, and the UK.

Key successes:

- x6 Salesforce Certifications
- Managing teams up to 200 people
- +70 Successful Salesforce Implementations
- Dreamforce Speaker
- Professor at various business schools

Great professionals from the sector will accompany you



George Rishmawi

Marketing Automation Developer



Alessia de Castro

Marketing Automation Consultant



Daniel Espinoza

Marketing Automation Functional Lead



Ricardo Beatriz

Head of Customer Centric



Harpreet Dulai

Global Go-To-Market Salesforce Customer Centric Lead



Stephani Brown

Project Manager

MOA's training programme offers a unique and valuable proposition

Online sessions

Led by experienced professionals, our synchronous online sessions are recorded for on-demand access. If you can't attend live, enjoy unlimited access to all recorded sessions

Ad-hoc classes

Each edition is limited to a maximum of 15 students to ensure high-quality training.

Learning by doing

Our methodology emphasizes practical application of learned concepts through real-life configurations and exercises.

Recognized Instructors

Our instructors are professionals who work in the sector for international companies and has more than 10 years working with Salesforce.

CTC Online Certification Training

We provide access to the CTC Online Certification Training tool with over +1000 real exam questions and their explanation.

Access to all platforms

The bootcamp provides access to solutions such as Sales Cloud, Service Cloud, Marketing Cloud Account Engagement (Pardot) Marketing Cloud.

Each session is 100% personalized

The programme's level and use cases are personalized to align with the companies and interests of our students

Since we were born in 2021, we have taught +500 students

Customers keep choosing us for our expertise and methodologies

Fees and funding

We have different payment methods, take a look and choose the one that best suits your needs.



Pay upfront

Pay upfront and secure your place immediately



Pay in installments

Up to 4 installments to adapt to our students



Personalised plan

We want to be closer to you by customizing your payment plan



Scholarships

Scholarships are available for the unemployed and underserved. Ask us!

Do you still have any doubts? We'll help you resolve them.



What's the schedule?

Our Salesforce CRM & Marketing Cloud bootcamp begins on September 17th and ends on November 29th with a total of 96 training hours.

Will I have access to the tools that will be used?

From day one you will have access to Sales Cloud, Service Cloud, Marketing Cloud Engagement and Marketing Cloud Account Engagement (Pardot) solutions. In addition, we will prepare you for certifications.

What hours does the bootcamp have?

The bootcamp runs on Tuesday from 6pm to 8pm CET, Fridays from 3pm to 7pm CET and Saturdays from 8am to 12pm CET, with a 10-minute break each day in the middle of class

How can I get certified?

We provide you with a voucher worth \$250 that you can use for one certification. We provide access to the CTC Online Certification Training tool with over +1000 real exam questions.

How much is the cost?

The cost of the bootcamp is €3,900. To enroll, a payment of €300 must be made through a transfer to the account number ES03 0128 0067 71 0100034106, under the name of LEARNING BY DOING ACADEMY SL with CIF/VAT B05333869. After the transfer has been made, proof of payment must be sent to cristina.gallego@mocoinstitute.com
Alternatively, credit cards or PayPal are also accepted as forms of payment.

What do our students say?



It's fortunate to have taken this bootcamp. The teachers are fantastic, and you learn a lot in a very short time by having access to all the platforms and working on real use cases. Thank you, MOA!

Lucy
Salesforce Marketing Cloud Consultant
Telefónica



MOA is an essential experience for anyone looking to establish a solid foundation in Salesforce and understand how it can help boost your productivity and the profitability of your business from the get-go. All of this, guided by excellent instructors and fellow learners in a practical, enjoyable, and highly enriching learning environment.

Ernesto
Marketing Manager Iberia
NCH Europe





MOA.

Salesforce CRM & Marketing Cloud Bootcamp

iTrain with us!

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info@moainstitute.com