

Sales Executive Level 4 apprenticeship

Who we are.

Education Partnership North East has partnered with one of the UK's leading sales consultancies, **New Results**, as we launch a brand-new, professional qualification for sales executives this month.

New Results are pioneers in their field, working with market-leading businesses across a wide range of sectors to drive up sales performance and the launch of this new qualification to the portfolio brings an opportunity for you.

Education Partnership North East, currently have over 1400 apprentices on programme, and their award-winning approach to working with employers has gained national recognition in the training and education sector and are now one of the largest colleges in the UK.

An insight in to some of the skills you will learn and develop

- How to plan your sales activities more effectively
- How to identify features and benefits of the product or service you offer
- Understand the customers challenges and motivations internally and externally that dictate their purchasing decisions
- Understand how to utilise digital technologies to aid the sales cycle.
- Key sales skills– Gathering intelligence, Negotiating and Closing sales
- Use and adapt appropriate tools and techniques to priorities and manage your time effectively.
- Work based projects specific to your business model

You will gain insight into the most up to date and cutting edge training based on current economics that will allow you to build and advance your skills, leading to a much more dynamic approach to how conduct business.

How long will the course last?

- 18 months.

Who is this course for?

Sales Executives operating in organisations of all sizes across all sectors and markets, including Technology, Media, Pharmaceutical, NHS, Recruitment, Fast Moving Consumer

Goods, Utilities and the Automotive Sector. Typical job roles and job titles include Sales Consultant, Sales Specialist, Sales Advisor, Sales Representative, Business Development Executive, and Field Sales Executive.

How will the qualification be delivered?

The qualification will be delivered over 8 full days classroom based, 8 half day webinars and monthly visits and continuous support throughout the apprenticeship from highly skilled assessor from the college.

Qualification

This is a Level 4 apprenticeship Standard. Achievement of the standard meets the eligibility requirements for Sales Certification at Level 4.