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City & Guilds

600/0667/5 Level 3 Certificate in Principles of Sales

OVERVIEW

- What does this qualification cover?

This qualification provides a solid grounding in sales theory and sales techniques, covering the essential skills and knowledge required to identify and meet customers needs, relevant regulatory requirements and to adopt ethical behaviour in sales related activities.

The following areas that can be covered within this qualification:

- Understand techniques and processes for effective selling
- Principles of digital selling campaigns
- Competitor analysis in the sales environment
- Business awareness in sales
- Understand the relationship between sales and marketing.

All learners will cover the mandatory core units and then a choice of optional units.

This is a Framework qualification.

Who could take this qualification?

Level 3 is ideal if you're progressing in your career and have significant knowledge and experience of sales. At this level you are required to demonstrate greater autonomy in completing tasks, organising activities and contributing to decision-making.

This qualification is suitable for anyone from 16 years old or over.

WHAT COULD THIS QUALIFICATION LEAD TO?

This qualification could lead to jobs such as:

- Credit manager
- Customer service manager
- Insurance broker
- Business development manager
- IT Technical sales specialist
- Retail store owner/Manager
- Sales representative/Manager.



The learner could progress onto an apprenticeship at Level 3 and 4 in Business Administration or other qualifications such as:

- Level 2 and 3 Medical Administration / Secretarial qualifications (5519)
- Level 2 and 3 Business Administration (5528)
- Level 2 and 3 Certificate and Diploma for Legal Secretaries (7655)
- Level 3-4 Customer Service NVQs (5530)
- Award, Certificate or Diploma for IT Users (7574)
- Level 3 Awards, Certificates and Diplomas for IT Users (7575)
- ILM leadership and management qualifications.

WHO SUPPORTS THIS QUALIFICATION?

This qualification is supported by the following registered providers:

CAD Centre UK
Qube Learning (Qube Qualifications and Development Ltd)
YH Training Services Ltd