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600/1197/X Level 3 Diploma in Vehicle Parts Competence

OVERVIEW

- What does this qualification cover?

This qualification covers the knowledge and skills required to work competently as a Parts Sales Representative.

Parts Sales Representatives work for parts departments and are responsible for promoting, selling and delivering automotive parts to motor trade customers.

- Duties may vary from employer to employer but will typically include:
- Achieving sales targets
- Advising customers on required parts
- Establishing and maintaining customer relationships
- Delivering orders to customers.

Other non-technical but essential skills also include:

- Excellent communication skills
- The ability to build and maintain relationships
- A good technical knowledge
- The ability to work on your own initiative and as part of a team
- Strong organisational skills
- Self-motivation.

This is a Framework qualification.

- Who could take this qualification?

This is a practical qualification for Parts Sales Representatives who want to demonstrate their skills on the job, in their own workplace.

WHAT COULD THIS QUALIFICATION LEAD TO?

Learners who are successful will have proved they are able to work competently at the standard expected for a Parts Sales Representatives.

In terms of further training, learners could register upon completion on to t Level 4 Diploma in Advanced Vehicle Diagnostics and Management Principles (601/1221/9) to acquire the advanced diagnostic skills required to move in to the next level.

In addition, they could take up a Higher Apprenticeship in Vehicle Maintenance and Repair to become a Parts Manager.

WHO SUPPORTS THIS QUALIFICATION?

This qualification is supported by The Institute for the Motor Industry (IMI) who is the professional association and membership organisation for the automotive retail sector, representing both members and employers in the sector.