

# Course Overview

## IT Technical Sales

### Advanced Apprenticeships



#### The iSales way

*Designing and delivering innovative, high quality apprenticeship programmes and bespoke training courses that will provide the knowledge and skills that businesses want and need to grow. We are committed to sourcing for you the best local talent and or training your existing staff. With a vested interest in successful outcomes, it is our goal to deliver a clear ROI for every employee.*



#### Duration and delivery method

Over 13 Months, the course is delivered through blended learning approaches to include monthly classroom, online certificated technical training and through regular workplace projects and observations. Programmes can be tailored or delivered in-house for 6 or more learners.



#### Classroom Training

- Core business competencies and behaviours
- IT fundamentals and technology systems
- Communication and presentation skills
- Marketing fundamentals & social selling
- Customer experience
- Relationship and rapport building
- Qualifying and assessing sales leads
- Negotiating, handling objections and closing sales
- Sales life cycle, techniques and processes
- Problem solving and decision making
- Data security and legislation
- Database and campaign management
- Personal effectiveness and personal development



#### Who is this course for?

This training course is suitable for individuals required to sell a company's technical products and services. They will develop a good knowledge and understanding of the portfolio of technologies that are available. They will work to maintain good relationships with existing clients, gaining repeat business wherever possible from customers both internal and external, UK or internationally. They also approach potential customers with the aim of winning new business.

#### Entry Requirements

Individual employers will set the selection criteria. Level 2 English and Maths must be achieved, prior to taking the end-point assessment.

#### Professional Accreditation

This apprenticeship is recognised for entry onto the RiTEch register of IT Technicians.



#### Talk to us to find out more

For information on our courses, government funding, levy or bespoke training solutions, contact us: **01923 606810** or email **info@isalesacademy.co.uk**