

COURSE OVERVIEW

IT Technical Salesperson (Level 3)

Over **13 months**, the total cost of this apprenticeship programme is **£12,000**, or for non-levy payers, this is a maximum fee of 5% of the cost of training (**£600**) spread over the course duration.

- ▶ Communicate with stakeholders using a range of tools and methods
- ▶ Develop an understanding of the technical portfolio
- ▶ Assess and qualify sales leads
- ▶ Understand clients' business needs
- ▶ Negotiate, handle objections and close sales as part of the sales process
- ▶ Advise clients on how their needs could be met with appropriate products and services
- ▶ Manage databases for campaign management in alignment with GDPR
- ▶ Manage projects and work priorities
- ▶ Deliver a great customer experience

Entry Requirements:

Individual employers will set the entry criteria. This includes whether they will be required to achieve Level 2 English and Maths, prior to taking the end-point assessment.

This course is delivered through blended learning approaches to include classroom, virtual classroom, and through regular workplace projects and observations.

Structured group training usually takes place bi-weekly with a **1:1 coaching** session every **4-6 weeks**, unless an alternative approach and schedule is agreed with the employer.

Click [here](#) to see the corresponding Skills England page for this apprenticeship course.