

August 2014

City & Guilds

600/0933/0 Level 2 NVQ Diploma in Sales

OVERVIEW

- What does this qualification cover?

This qualification covers the skills and knowledge needed for a successful career in a competitive sales environment.

The following areas that can be covered within this qualification:

- Time planning in sales
- Legal and regulatory requirements
- Delivering customer service
- Participate in meetings
- Manage personal development
- Processing sales orders
- Using digital sales channels
- Accessing sales data in information systems
- Buyer behaviour
- Decision making

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 2 will suit you if you are moving up the career ladder or looking to develop some specialist skills such as understanding buyer behaviour or the use of digital channels.

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:

- Insurance Business Development Manager
- IT Technical Sales Specialist
- Retail Assistant
- Sales Manager
- Sales Representative
- Travel Agent

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The learner could progress onto other qualifications such as:

Level 3 NVQ Certificate/Diploma in Sales
Level 3 Certificate in Principles of Sales
Level 2/3 NVQ Certificate/Diploma in Marketing
Level 2/3 Certificate in Principles of Marketing
Level 2/3 Diploma in Business Administration
Level 2/3 Diploma in Customer Service

WHO SUPPORTS THIS QUALIFICATION?

This qualification is supported by:

IMRG (Interactive Media in Retail Group)