

Sales NVQ Level 3

Description	For those working in the sales industry with a degree of autonomy or in a more supervisory position, ideal if you work with lots of customers.
Qualification	This NVQ award provides formal recognition of your job competence, reflecting on current practice and previous experience, leading to improvement and increased productivity in the workplace.
Timescale	3 to 6 months, dependant on the individual candidates circumstances.
Content	<p>Core units</p> <ul style="list-style-type: none">• Generate and follow up sales leads• Handle objections and close sales• Demonstrate compliance with legal, regulatory and ethical requirements for sales activities <p>Optional Units</p> <ul style="list-style-type: none">• Obtain and analyse sales-related information• Analyse competitor information• Lead and Manage sales' projects• Contribute to the development of new products and services• Assess customer creditworthiness• Pricing to promote products and services• Lead a sales team• Provide learning opportunities for colleagues• Motivate sales professionals and sales partners• 4.8 Monitor and evaluate sales team performance• Develop sales proposals and quotations• Prepare and run sales meetings• Develop and deliver a professional sales presentation• Develop your personal networks• Use direct marketing to support sales activities• Sell products or services face-to-face• Sell products or services over the telephone• Sell products or services in international markets• Assist customers to obtain finance for purchases• Meet your customer's after sales service needs• Implement change• Ensure health and safety requirements are met in your area of responsibility
Awarding body	The awarding body for this qualification is EDEXCEL
Assessment	Candidates are expected to complete all core units as well as four (4) optional units. Assessment takes place through direct observation within a work setting combined with inspection of supplementary evidence such as assignments,

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