



Sales - Level 2

Sales is one of the most in-demand professional sectors in the UK, and there are many more roles where selling skills are an essential part of the job. The level 2 Sales apprenticeship is designed for those who want to make the ideal start to their sales career or want to enhance their selling abilities, and they will gain confidence selling via inbound and outbound calls, or in person.

Work-based learning is a great way to develop experience, and learners will gain fundamental skills on the job with guidance.

This apprenticeship will also develop skills in:

- Generating and qualifying sales leads
- Buyer behaviour
- Communicating information and knowledge
- Meeting customers' aftersales needs
- Time planning accessing sales data in information systems
- Improving listening skills and help create high quality questioning techniques
- How to close and be top of the charts
- The art of negotiation and behaviours needed to successfully negotiate

After completion of the apprenticeship, learners will gain a level 2 NVQ Certificate in Sales, and if required, level 2 Functional Skills in maths and English.

To be eligible for Apprenticeship funding, learners must:

- Not currently be studying other state funded qualifications
- Have a contract of employment
- Have resided in the European Union for the last 3 years

Candidates with degree level qualifications that were previously ineligible for an Apprenticeship are now eligible under the new funding rules.

Employer benefits

Our experience and expertise can help employers make real improvements to their businesses, by:

- Reducing training and recruitment costs
- Increasing productivity
- Developing a skilled, motivated and qualified workforce
- Improving customer satisfaction
- Receiving financial return on investment

Learner benefits

An Apprenticeship offers learners a practical alternative to university and a fast route into a career of their choice; or gives existing employees a chance to develop and improve on their skills.

They can benefit from:

- Not paying tuition fees
- Gaining knowledge of how a chosen industry works and working on skill gaps
- Taking advantage of high quality training and support from an employer
- Gaining nationally recognised qualifications
- Learning at a pace suited to their individual needs, with the support of a mentor



Benefits to training with Tess?

- Incredible trainers with industry specific knowledge and an ability to inspire
- Amazing 90% overall success rate in our courses
- OneFile - award winning learning platform that brings training and assessment together
- BKSb - the UK's most popular online Functional Skills and GCSE Solution. A diagnostic and tailoring tool that increases the learner experience and chances of success
- Learning & Development Style Workshops



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