

IT Technical Salesperson



Our Approach

At Oxford Applied Training we want to support your business strategy by helping you to access Government funded training. We have developed a blended learning approach that makes full use of technology to minimise the disruption of day-to-day business activities while maintaining substantial human contact to ensure consistent quality of the user experience and support.

The Level 3 IT Technical Salesperson Qualification has been developed to train people to sell technical products and services, such as storage and cloud services.

Apprentices develop into IT Technical Sales professionals, selling a company's products and services whilst generating leads, appointments and sales to develop a pipeline of current and prospect customers with the aim of winning more business. They gain and maintain a thorough understanding of existing technologies and those that are emerging.





Who is it For?

Typical roles for IT Technical Salesperson Level 3 include:

Sales Associate, Sales Consultant, Sales Engineer, Entry Level Customer Support, Technical Retail Assistant, Technical Tele Sales, Jnr. Account Manager

Responsibilities

The primary role of an IT Technical Salesperson is to sell a company's technical products and services. They need a good knowledge and understanding of the portfolio of technologies that are available. They 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. Apprentices will become experts in their technical field, providing a proactive sales function, offering advice and technical support on a range of products.

 <p>Duration 15 Months</p>	 <p>Professional Links APS</p>
 <p>Qualification Level Level 3</p>	 <p>Requirements Level 2 FS Maths & English</p>

Funding

For non-levy paying SMEs the government can fund up to 95% of the costs, subject to certain conditions. An expert OAT consultant will guide you through the most advantageous funding options before the programme starts.

Why APS?

The Association of Professional Sales (APS) has already changed the landscape in terms of what it is to be a professional salesperson. They have helped create the first government levy-funded sales apprenticeships and the first All Party Parliamentary Group for Professional Sales. Employers who Invest in the skills, knowledge and behaviours of their salespeople will transform the way they do business. Their cost of sale will be lower, and their skilled, professional sellers will form strong, profitable business relationships with customers.

For more information on this programme, visit www.oxfordappliedtraining.co.uk



IT Technical Salesperson - Blended Delivery Model

