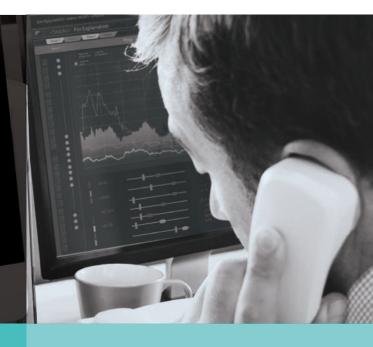


Be internationally certified in Sales Professional



Why ISP?

The Institute of Sales Professionals (ISP) is an internationally recognized professional sales body, which advances and promotes excellence in the sales profession. It is a community of sales professionals building standards of excellence, diversity and education ensuring the best knowledge, understanding, skills and practice in the sales profession.

Certificate in Sales Professionalism Level 3

Who Should attend?

The qualifications are suitable for individuals working in, or hoping to work in, a variety of selling and sales representative roles, with selling to clients, customers, and businesses as a major component. By achieving the qualifications learners will cover the required essentials of selling and sales representation at this level. The core units cover the extremely important areas of:



Product knowledge



Winning businessand



Proposals and negotiation



Sales presentations



Selling



Program Summary

The ISP Level 3 Certificate (VRQ) are qualifications aimed at individuals who intend to develop and gain formal recognition of their knowledge, skills, behaviors and competence of working in a sales professional role.

Level 3

Certificate in Sales Professionalism

- Undertake sales presentations and demonstrations
- Negotiating, handling objections, and closing sales
- Generating new opportunities and prospects
- Monitor products/services for cross selling and up-selling

Duration

Certificate in Sales Professionalism (2months)









