



THE
ACADEMY
OF **SALES**

COURSE OUTLINE



Classroom and distance learning

1-2-1 coaching with sales coach

**Tailored training based upon
sales process**

**Apprentices will study the sales
process and behavioural elements
to drive optimum performance**

**Accreditation from the Association
of Professional Sales**

FIND OUT MORE



0333 444 0038



info@aos.org.uk

Factsheet

Sales Executive Level 4

With over 25 years sales and behavioural training experience and 5 years in sales apprenticeships knowledge we believe we are in the leading position to understand what is successful in this sector.

BENEFITS TO YOU



Maximise opportunities to overachieve

Make your time in role more productive

Increase your competitive edge

Improve your chances of career progression

Increase resilience

Grow personally

Develop your leadership skills

COURSE CONTENT



All elements of the **sales process**

Planning and preparation

Time management

Understanding market conditions

Financial / commercial **acumen**

Behavioural training on **resilience, integrity, self-discipline**

DURATION



15-18 months (based upon experience)