

Pearson Edexcel Level 3 NVQ Diploma in Sales (QCF)

Qualification Number: 600/1236/5

What is the purpose of this qualification?

The Pearson Edexcel Level 3 NVQ Diploma in Sales (QCF) is designed for employees in the Sales and Telesales sector or those working within a sales environment either in a sales roles or performing sales functions, and who carry out complex/specialist sales functions including accountability for sales activities and managing performance improvements in sales delivery. Achievement of the qualification confirms occupational competence.

What does this qualification cover?

This qualification is based on the National Occupational Standards for the Sales and Telesales sector as defined by Skills CFA, the Sector Skills Body.

Learners will complete mandatory units in negotiating, handling objections and closing sales, and complying with legal, regulatory and ethical requirements in a sales or marketing role. A minimum of half of the qualification will be made up of a choice of complex/specialist sales and telesales units including buyer behaviour in sales situations, developing sales proposals, building and retaining sales relationships, obtaining and analysing competitor information and pricing for sales promotions. Furthermore learners who have accountability for other people can broaden their management skills by achieving units such as recruiting sales team members, lead and manage meetings, lead a sales or marketing team, and managing the induction and probation of sales staff.

Who could take this qualification?

This qualification is for all learners aged 16-18 and 19+ who are capable of reaching the required standards. Learners do not need any prior qualifications, knowledge or experience before starting the qualification however it is likely that they are already employed within a sales or telesales role or have some prior experience in a sales or telesales role and may be seeking work within the sales and telesales sector.

What could this qualification lead to?

Learners could progress on to further Level 3 sales and telesales qualification designed to develop relevant occupation knowledge and competence alternatively learners could progress on to higher level leadership and management qualifications that enable the learner to build upon their existing experience to progress their career within a sales environment such as:

- Pearson BTEC Level 3 Certificate in Principles of Sales (QCF)
- Pearson BTEC Level 3 Diploma in Management (QCF)
- Pearson BTEC Level 4 Diploma in Management (QCF)
- Pearson BTEC Level 5 Diploma in Management and Leadership (QCF)
- Pearson Edexcel Level 4 NVQ Diploma in Management (QCF)
- Pearson Edexcel Level 5 NVQ Diploma in Management and Leadership (QCF)

Potential job roles for those working towards this qualification are:

Sales Executive
Sales Consultant
Account Manager

Sales Manager
Sales Supervisor
Business Executive

Who supports this qualification?

This qualification is supported by the Sector Skills Body for Sales and Marketing, Skills CFA, and is highly valued by a variety of employers in the Service Delivery Sector including those within Telecommunications Industry.