IT Technical Salesperson Level 3.

www.apprentify.com

Apprentify

Develop the talent to take your company forward.

0333 996 0165 Info@apprentify.com

Our marketing and sales apprenticeship programmes (IT Technical Salesperson, Digital Marketer and Marketing Executive) let you seize the opportunity to reap the many benefits of nurturing up-and-coming sales and marketing talent.

Not only can hiring an apprentice cost-effectively transform your wider team's productivity and inject new skills into your business, but it can also help you:

- Identify growth opportunities
- Generate leads and increase visibility
- Identify higher quality leads that convert into customers
- Use sales techniques to know your customers and influence their behaviour
- Nurture existing clients and generate repeat business
- Negotiate effectively and achieve KPIs
- Recommend high quality tech solutions

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Why work with Apprentify?

Apprentices of the highest calibre

We identify the best talent through a robust quality driven apprentice selection process defined by a 6-point sales assessment carried out over the course of a day.

Best Programme Design

Visual & Innovative programme with no venues to travel to. The blended teaching is made up of interactive virtual classroom training, e-lessons and activities as well as 1:1 coaching sessions in the workplace.

Convenient Starts

Rolling starts so your apprentice can start when it suits you rather than waiting for a fixed cohort start date.

Cutting edge curriculum

All our programmes have been designed in-house by our team of industry experts and tutors with employers and businesses in mind and in particular job role skills sets for the future. Teaching is regularly updated so that it is both current and relevant.

Paths to Mastery

We not only offer the curriculum as set out in the standard but employers can benefit from further specialist training which is right for the business. Exclusive to Apprentify and a true value add with no extra cost it gives apprentices the chance to gain additional qualifications in certain areas specific to their job role and chosen alongside the employer to ensure a relevant skill set for the company.

Not every company is the same, so why would the training be? With a focus on the technical as well as the engagement side of IT Technical Sales, Apprentify will train your apprentice in the skills that are relevant to your business.

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IT TECHNICAL SALESPERSON LEVEL 3

Click here to link to the course

Duration: 13 months plus End Point Assessment

The primary role of an IT Technical Salesperson is to sell a company's technical products and services. They will be responsible for identifying new clients for business development and working with existing clients to up-sell and cross sell. This programme is perfectly suited for SaaS companies looking to improve their sales function and enhance customer outcomes.

Key Learning Outcomes:

- The Sales Lifecycle
- Computer Systems and Sales
- Understanding your Product Portfolio
- The Sales Process
- Sales Ethics and Legalities
- System Security
- Account Management
- The Cloud and Unified Comms

Purple Creative Studio

"Since the very first phone call the entire team that I have dealt with have been nothing short of exceptional! They have been communicative and supportive when going through the whole process".

Sarah Comerford,
Client Services Director

Path to Mastery

The Path to Mastery gives apprentices the chance to gain additional skills in specialist areas. Employers and employees can choose from either the Social Selling or the Optimising Email pathway. Decisions should be made based on the needs of the business. Both are designed to enhance expertise in a certain area of prospecting in the sales lifecycle. This added training will then allow your apprentice to thrive in your company and provide you with a greater return on your investment.

Social Selling

Apprentices will learn how to use social media tools effectively to generate new leads and increase referrals to enhance your company's reputation as well as increase conversions.

Optimising Email

Apprentices will learn how to craft quality email outreach which is more likely to convert and use data to assess the impact of their email campaigns to optimise further.

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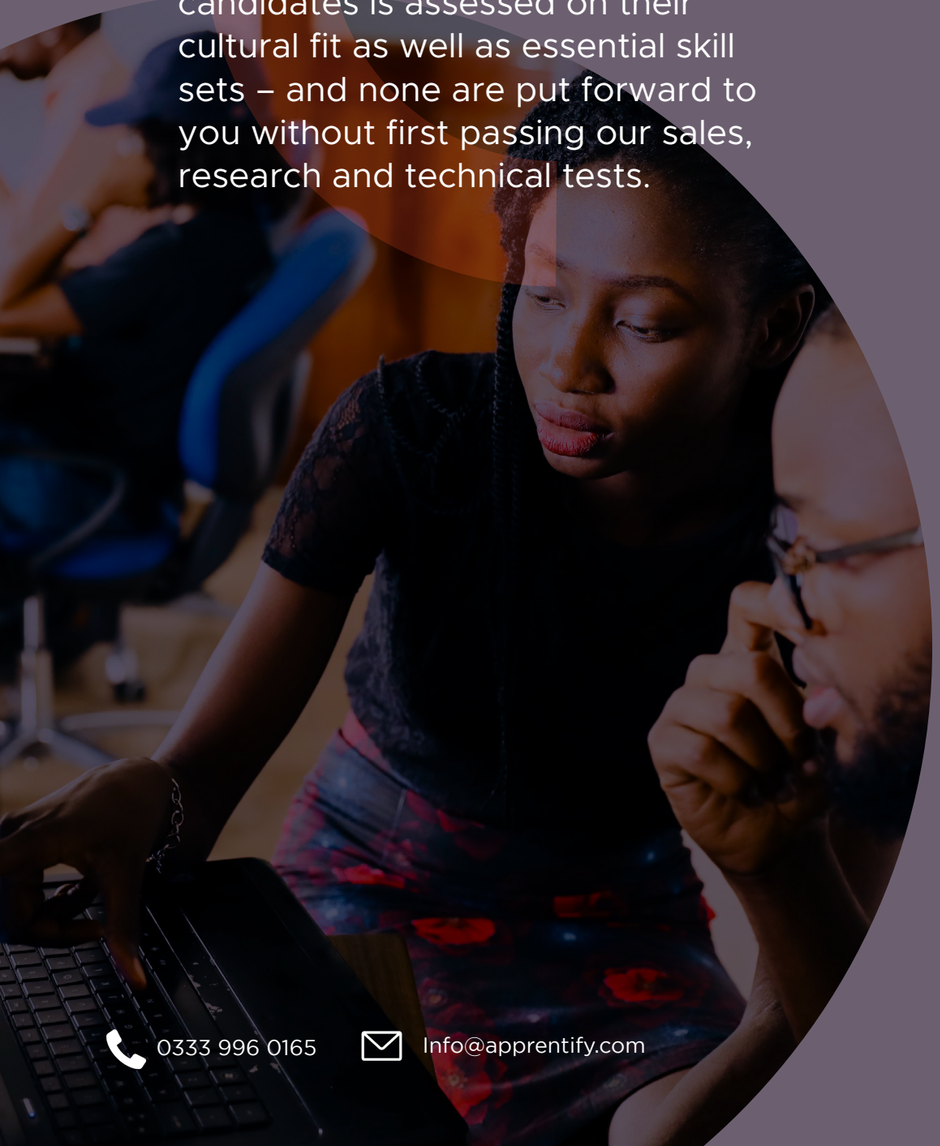
Talent Recruitment.

Apprentify sources remarkable sales and marketing talent for your organisation. Every one of our candidates is assessed on their cultural fit as well as essential skill sets – and none are put forward to you without first passing our sales, research and technical tests.



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When you choose us for your apprentice, you'll gain access to a talent pool that's brimming with hungry, passionate and intelligent IT Technical Sales Person. Whether you need a technical or creative addition to your team, you can rely on us to deliver the ideal apprentice for your needs – every time.

Apprentify hold an Apprentice Assessment Session every week for candidates applying for roles.

Integral to the apprentice journey is Information, Advice and Guidance (IAG) from this first point of contact through the apprenticeship training and ultimately to the long term career objective.

This is a full day made up of two key parts – IAG and Assessment

IAG

- Technical Sales Skill Scan conducted by a Sales Coach
- Maths and English Pre Scan using BKSB
- Additional Learning Needs Pre Scan using Cognassist
- A range of activities designed around practical communication and employability skills
- A comprehensive brief of the Apprenticeship Programmes
- Planning and executing 20% off the job learning
- Understanding of the expectations, time and commitment involved.

Assessment

- Subjective skill scan where each candidate has the opportunity to score themselves on their current skills and knowledge within sales. The coach objectively questions each of the areas covered to determine level and depth.
- Peer to peer interview session
- BKSB initial assessment to understand current Maths and English ability to ensure they are working to the required level
- Analytics assessment to explore Maths ability further
- Research and pitching scenarios to explore student initiative and research skills and also test their pitching and ability to tailor to their audience

At Apprentify we are committed to comprehensive recruitment. It's important to us that every company secures a digital marketing candidate that's perfect for their company in every way.

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Our trusted clients

mobica

JD Group

SWI Schoolwear

dentsu AEGIS network

Pentagon For Learning and Play

RUDDING PARK HOTEL, SPA & GOLF

digital associate Business Growth Generators

YMCU

breathworks

embryo DIGITAL

BENTLEY

OLIVER BONAS

Next Steps
Get in touch today on

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