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# SALES QUALIFICATIONS

## Growth Engineering Qualification Level 2

This qualification is ideal for more experienced **sales people who need advanced selling skills to improve sales outcomes**. Courses covered include solution selling, the value based selling journey, negotiation skills, building proposals and much more.

**The qualification can be achieved by taking each of the modules detailed below and then passing the subsequent post-course test.** When you have passed all the tests successfully you will be eligible for a **Growth Engineering Level 2 certificate**.

### Courses that need to be completed in order to obtain a Level 1 Qualification

Category	Course
Sales Skills	BDMU
	Buyer Motivation
	Closing Skills
	Commercial Awareness
	Creating Value - the buyers journey
	Influencing Skills
	Negotiation Skills
	Negotiation Skills - Advanced
	Order, Advance or Continuation
	Pipeline Creation



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## Courses that need to be completed in order to obtain a Level 1 Qualification

Category	Course
<b>Sales Skills</b>	Proposals Writing Skills
	Prospecting
	Questioning Skills
	Solution Selling
	Trust Building
	Trusted Advisor Status