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SALES QUALIFICATIONS

Growth Engineering Qualification Level 1

This qualification is ideal for the **new sales starter**. It covers **foundation sales skills** such as building rapport, questioning techniques, listening, closing, understanding buyer motivation and basic commercial awareness. **These courses form that back bone of skills and knowledge needed to start on the road to success.**

The qualification can be achieved by taking each of the modules detailed below and then passing the subsequent post-course test. **Tests are done online, through the system.** When you have passed all the tests successfully you will be eligible for a **Growth Engineering Level 1 certificate.**

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

Category	Course
Sales Skills	Assertiveness
	Attitude and Mindset
	Becoming a Great Sales Person
	Cold Calling
	Communication Skills
	Dealing with Difficult People
	Features, Advantages & Benefits
	Listening Skills
	Making Presentations
	Objection Handling



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

Category	Course
Sales Skills	Organisation & Time Management
	Planning and Preparation
	Rapport Building
	Sales Presentations
	Telephone Based Selling
	Telephone Skills - Basic
Customer Service	Complaint Handling
	Customer Care
	Dealing with Angry Customers