



Education, Training & Employment Solutions

IT Technical Salesperson

An IT Technical Salesperson is responsible for selling a company's technical products and services. Having a detailed knowledge and understanding of the portfolio of technologies available, is paramount for ensuring successful stakeholder engagement, whilst ensuring a full suite of offerings are available to meet the specific wants and needs of prospective customers.

Leading on both new business and account management, excellent customer service is required to build effective new relationships, whilst ensuring longevity and repeat business with existing customers. Working individually, or as part of a team, the IT Technical Salesperson will be required to effectively work towards sales targets, ensuring the products and service on offer lead to converted business opportunities for the organisation.

Programme Benefits and Outcomes

Your IT Technical Salesperson will be able to;

- Develop a range of technical knowledge specific to your business requirements, this may include, but not limited to – computer architecture, cloud, cloud services, coding, data storage, software, hardware, communications
- Develop the skills, proficiencies and character necessary for effective selling and negotiation, as well as exceptional customer service
- Understand how the combination of technical knowledge and skills fit your business and customer needs and implement these effectively as part of their role

Nationally and Industry Recognised Qualifications

Alongside the programme, your employees will gain a Professionally recognised qualification to support their development, supporting your organisation in developed a high-skilled workforce.



Continuation Courses for your Employees

TEAM LEADING AND MANAGEMENT

Once your employee has developed the skills, knowledge, behaviours and experience needed to thrive in their role, our tailored pathway courses can support your organisation to progress them into supervisory, managerial, and even leadership roles. We do this successfully through advancing the skills, knowledges and behaviours previously learned, and supporting your employee to understand how the combination of technical knowledge and leadership skills and capabilities can benefit themselves, the staff and the organisation as a whole.

Our IT Technical Salesperson's have gone on to completing the following continuation courses;

TEAM LEADING LEVEL 3

TEAM LEADING LEVEL 5

OPERATIONS MANAGER LEVEL 5

THESE HAVE LEAD TO EMPLOYEES PROGRESSING INTO THE FOLLOWING ROLES;

Sales Associate, Sales Consultant, Sales Engineer, Sales Manager, Technical Tele Sales Manager, Senior Account Manager.

Programme Support and Additional Services

Our programmes are developed to support your business needs in developing the talent, skills and knowledge needed to help your business grow and succeed. Our IT Technical Salesperson course also includes the following components;

12 months programme duration

supported through industry recognised qualification

Dedicated Account Manager

monthly meetings to satisfy all your questions, feedback and communication needs

Personalised coach, tutor and assessor

weekly contact for your employees off the job training (virtual, telephone, face-to-face)

Training Costs

Levy businesses can use their contributions to pay for this training. The costs will be £12,000.

If you are not a levy paying business there may not be a cost for this training. If the employee on this programme is under 19 and your business has less than 50 employees, there will be no cost for the training. If they are over 19 and/or your business has over 50 employees then you will contribute 5% towards the cost of the training which would be £600.



Contact us



With Academies throughout the UK, get in touch today to find out how your employees can begin their journey, and how we can support your organisation with your workforce education and training

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