

# Back to work through sales

Even in a recession firms still need trained salespeople. When they are recruiting they are prepared to teach new entrants about their products and services but they expect their new entrants to already be trained in the art of selling. The natural born salesperson is a myth. Great salespeople are trained to be great. It's the same as learning anything: learn the rules and then practice.



Back to work through sales has been designed for people who want a career change into the lucrative field of sales. This is your chance to learn how it is really done in a safe environment without pressure. As well as teaching you the tricks of the trade we will also show you how to work out what type of sales or marketing job is right for you and how to find that great job. There is even a nationally recognised qualification at the end which will prove to prospective employers that you have received professional training.

Getting a job is not that different to selling. In fact you are selling yourself. In both instances you have to research the market, contact the prospective employer (or customer), attend an interview and convince the employer (or buyer) that you have the solution to his or her problem. So when you've attended back to work through sales, even if you decide selling as a career is not right for you, you will still be able to use what you've learnt to get a non selling job offer and then maybe use your new found negotiating skills to get a better package!



Selling is very well paid with lots of perks. Field sales people usually get a great salary, a bonus, a brand new company car and an expense account. They also have the freedom to plan their own days and travel. You don't have to travel if you don't want to. There are lots of different options such as telesales, office based sales and retail. You will find out about them all.

Back to work through sales is a 10 day course which we hold regularly throughout South Wales and can be completely free of charge if you meet certain conditions. It leads to the ISMM Level 2 VRQ Award in Sales and Marketing. This in turn facilitates progression to qualifications at levels 3, 4, 5, and 6 within the national qualifications framework. Entrants not currently employed in a sales related job need to hold any level 2 qualifications such as GNVQ intermediate.

Back to work through Sales is accredited by the QCA and is part of the national framework.



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