

TQUK Level 5 Certificate in Sales (RQF)

Written by Administrator

Qualification name	TQUK Level 5 Certificate in Sales (RQF)
Qualification type	RQF
Qualification number/ learning aim reference	601/7764/0
Credit	20
Guided learning hours	119-141
Minimum age	18
Availability	England, Wales and Northern Ireland
What are the primary and other purposes /outcomes?	The qualification develops skills and knowledge for sales managers or learners wishing to progress to more senior positions All the learning is vocational
Who is it for?	The qualification is intended for learners who are working in the sector
What is included in the qualification?	The qualification develops knowledge and understanding and consists of a mandatory unit covering responsible selling and a choice of optional units covering areas including: leading a team, coaching and mentoring, relationship management, developing customer accounts and recruiting team members
What could the qualification lead to?	Successful learners can progress to other qualifications such as: - Level 6 Award in Leadership and management in sales (QCF) Level 6 Award in Managing sales-related change (QCF) Level 6 Award in Planning and implementing sales and marketing strategy (QCF) Level 6 Award in Sales force organisation (QCF) Level 6 Award in Sales forecasting and budgeting (QCF) Level 6 Certificate in Strategic sales management (QCF) Level 6 Diploma in Strategic sales management (QCF)
Structure/ rule of combination	Learners must achieve a minimum of 20 credits: 4 credits from the Mandatory Group, 6 credits from Optional Group A and a further 10 credits from Optional Groups A or B – with at least 6 credits being at level 5.
Type of assessment	Portfolio of evidence