

Sales Executive Apprenticeship Delivery Dates 2019 / 2020

Intensive Weekends		
Module	Dates	Centre
Build & Retain effective Sales Relationships	5 Nov '19	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	12 Nov '19	Manchester / Oxford / Bournemouth / Southampton
	19 Nov '19	Liverpool/Reading/London West / Milton Keynes / Hull
Manage Sales territories or portfolios	4 Feb '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	11 Feb '20	Manchester / Oxford / Bournemouth / Southampton
	18 Feb '20	Liverpool/Reading/London West / Milton Keynes / Hull
Undertake sales presentations & demonstrations	3 Mar '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	10 Mar '20	Manchester / Oxford / Bournemouth / Southampton
	17 Mar '20	Liverpool/Reading/London West / Milton Keynes / Hull
Negotiating, handling objections & closing sales	1 Apr '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	7 Apr '20	Manchester / Oxford / Bournemouth / Southampton
	21 Apr '20	Liverpool/Reading/London West / Milton Keynes / Hull
Determine selling priorities across a portfolio	5 May '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	12 May '20	Manchester / Oxford / Bournemouth / Southampton
	19 May '20	Liverpool/Reading/London West / Milton Keynes / Hull
Promote ethical, legal & professional requirements & development	2 Jun '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	9 Jun '20	Manchester / Oxford / Bournemouth / Southampton
	16 Jun '20	Liverpool/Reading/London West / Milton Keynes / Hull
Monitor & evaluate information for sales planning	6 Oct '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	13 Oct '20	Manchester / Oxford / Bournemouth / Southampton
	20 Oct '20	Liverpool/Reading/London West / Milton Keynes / Hull
Obtain & analyse sales related information	3 Nov '20	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	10 Nov '20	Manchester / Oxford / Bournemouth / Southampton
	17 Nov '20	Liverpool/Reading/London West / Milton Keynes / Hull
Using sales technology systems	2 Feb '21	Sheffield / Birmingham / London Bridge / Bristol / Gatwick
	9 Feb '21	Manchester / Oxford / Bournemouth / Southampton
	16 Feb '21	Liverpool/Reading/London West / Milton Keynes / Hull

Notes

Before delivery can begin, prospective apprentices must be accepted onto the programme through on-boarding, functional skills checking, skills scan and confirmation of suitability. After this all apprentices will be given an individual learner plan detailing deadlines and assessor meetings.

For the benefit of students, all courses are subject to minimum numbers.

All sessions are from 9.30am - 5pm unless advised otherwise.