



## Level 4 Sales Executive End-Point Assessment

Skills and Education Group Awards is now offering the Level 4 Sales Executive end-point assessment standard.

Skills and Education Group Awards are always actively looking at expanding their current provision to which this standard, will interlink perfectly with some of our current qualifications which sit under the Business Support sector under the Skills and Education Group.

With regards to assessment methods, we are experienced in offering End-Point Assessments across various sectors using the assessment methods found in this standard (work-based project, presentation and professional discussion).

### About the End-Point assessment

The apprentice will typically be a sales person working in either the Business to Business or Business to Consumer markets with responsibility to sell a specific product line or service. The focus will be for the Apprentice to plan their sales activities, lead the end-to-end sales interaction with the customer and manage their sales internally within their organisation. They will be responsible for retaining and growing a number of existing customer accounts, and generating new business by contacting prospective customers, qualifying opportunities and bringing the sales process to a mutually acceptable close.

With regards to assessment methods, we are experienced in offering End-Point Assessments across various sectors using the assessment methods found in this standard (Work-Based Project, Presentation and Professional Discussion supported by a Portfolio of Evidence).

### Get in touch to find out more

For further information on registering your apprentices on this end-point assessment, contact our team by emailing [epa@skillsedugroup.co.uk](mailto:epa@skillsedugroup.co.uk) or by calling 0115 854 1620.

**Fee** £850

**Maximum Funding** £6000

### Gateway Requirements

The decision as to when the apprentice is ready to move on to the End Point Assessment will be made by the Line Manager and the Training Provider based on their monitoring of apprentices' progress. The Employer will make the final decision as to whether the apprentice meets or is close to meeting the requirements of the standard and is therefore ready to move on to End Point Assessment.

Apprentices without Level 2 English and maths will need to achieve this level prior to completion of their apprenticeship.

Apprentices will need to submit their Portfolio of Evidence which supports the Professional Discussion.

Typical duration to Gateway: 18 months.

### The Assessment

The apprentice will be assessed against the Sales Executive requirements.

The methods of assessment are:

- Work-Based Project
- Presentation
- Professional Discussion supported by a Portfolio of Evidence

### Links to Professional recognition

Achievement of the standard meets the eligibility requirements for Sales Certification at Level 4 with the Institute of Sales Professionals (ISP).

*Skills and Education Group Awards is the End-point Assessment Organisation (EPAO) that is approved and registered with the Education and Skills Funding Agency (ESFA) for this apprenticeship. Delivery of this end-point assessment is monitored, on behalf of the Institute for Apprenticeships and Technical Education (IfATE), by the External Quality Assurance Organisation, Ofqual.*