NEXTGEN
SCHOOL OF MANAGEMENT

CONSEILLER COMMERCIAL

(Sales Advisor)

RNCP QUALIFICATION – BACCALAUREATE LEVEL

- Level 4
- September to June
- 1-year programme
- 5 days a month at school

Operational objectives

A Conseiller Commercial (sales advisor) sells a company's products, services or solutions.

They prospect businesses and individuals, following a set plan, using digital communication tools or face to face, in order to grow their client portfolio and the company's revenue.

Programme

1. Prospect a sales territory

- Keep up to date with professional and market trends
- Implement a sales action plan and organise your activity
- Carry out the prospecting process
- Analyse your sales performance and report on it

2. Support customers and offer them products and services

- Represent the company and help enhance its image
- Advise customers by leading the sales conversation
- Follow up on your sales
- Build loyalty by strengthening the customer experience.



About the programme

Monitoring and assessment

Oral exams and case studies.

Certification at the end of the programme

All course units are validated by a national examination at the end of one year of study.

Prerequisites

Baccalaureate level.

Admission requirements

- Placement test
- Admission based on application and motivation interview.

Class size per session

Minimum: 20 - Maximum: 25

Tuition fees

Programme fee: €3,000.00.
For work-study students, tuition fees are covered by the host company's OPCO (French skills operator).

Codes

- Formacodes: 34581 / 34582 / 34593
- RNCP: 37717
- ROME: D1404 / D1403 / D1407 / D1402 / C1102
- NSF: 312 / 312t

Mobility and academic officer

Laura BOMEL pedagogie@nextgen-school.fr

Disability officer

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"Unlocking your talent, building your future"



NEXTGEN
SCHOOL OF MANAGEMENT

Innovate, start up, make an impact!

Join NEXTGEN and start building your future today.

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Contact

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