NEXTGEN
SCHOOL OF MANAGEMENT

TITRE PROFESSIONNEL BAC +2

Négociateur Technico-Commercial

(Professional Title – Technical Sales Negotiator)

RNCP QUALIFICATION

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

Operational objectives

The Négociateur Technico-Commercial (technical sales negotiator) develops a prospecting strategy, implements an action plan, designs and negotiates tailored offers, then follows them up in order to satisfy and retain customers and build lasting relationships with them.

Programme

Develop and implement a prospecting strategy

- Carry out market and sales monitoring
- Design and organise a sales action plan
- Prospect a defined territory
- Analyse your performance, then design and implement corrective actions

Negotiate a technical and commercial solution and strengthen the customer experience

- Represent the company and enhance its image
- Design a technical and commercial proposal
- Negotiate a technical and commercial solution
- Review results, adjust your sales activity and report on it
- Optimise customer relationship management.



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

Free of charge for learners.

Codes

- Formacodes: 34581 / 34572 / 34593
- RNCP: 39063
- ROME: D1402 / D1406 / D1407
- NSF: 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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