



WISEORIGIN

APPRENTICESHIP

IT TECHNICAL SALES LEVEL 3

www.wiseorigin.co.uk

COURSE OVERVIEW

A Level 3 IT Technical Salesperson course is designed for individuals looking to develop the skills needed to sell a company's technical products and services. The role requires a strong understanding of available and emerging technologies, enabling professionals to effectively present solutions to clients. Participants will learn to build and maintain relationships with both internal and external customers, securing repeat business while also identifying and approaching new clients.



Level 3



Online



13 Months



End Point Assessment





WHO IS IT FOR?

This program equips aspiring IT Technical Salespeople with skills in communication, customer relations, sales processes, and data security. Participants will learn to assess client needs, handle objections, and close sales while understanding technical systems and market dynamics. Graduates will be prepared to manage the full sales lifecycle and drive business growth.

Various job types include:

- ▶ Entry Level Customer Support
- ▶ Technical Retail Assistant
- ▶ Junior Account Manager
- ▶ Sales Associate
- ▶ Sales Consultant
- ▶ Sales Engineer

Course content:

- ▶ Works independently and in teams, communicates effectively in writing and orally at all levels using various tools.
- ▶ Demonstrates strong interpersonal skills and cultural awareness, ensuring customer satisfaction and effective relationship management.
- ▶ Operates securely within organisational and legal frameworks, analyses data effectively, and applies structured problem-solving techniques.
- ▶ Manages sales processes professionally, maintains brand integrity, negotiates effectively, and works flexibly under pressure to meet business goals.



Qualification upon achievement – IT technical sales Level 3 Apprenticeship

HOW WILL THIS BENEFIT YOUR BUSINESS?



STRONGER CLIENT RELATIONSHIPS

Effective communication and customer management enhance trust, satisfaction, and long-term business relationships.



INCREASED SALES & MARKET GROWTH

Understanding customer needs and market trends enables better sales strategies, lead qualification, and business expansion.



ENHANCED DATA SECURITY & COMPLIANCE

Ensuring secure data handling and adherence to legal regulations protects business integrity and reduces risks.



EFFICIENT SALES & PROJECT MANAGEMENT

Organised workflows, structured problem-solving, and time management improve productivity and overall business performance.



BETTER COMPETITIVE POSITIONING

Knowledge of technical products, market trends, and negotiation skills helps businesses stay ahead in a competitive market.

HOW WILL THIS BENEFIT STUDENTS ?



HANDS-ON SALES EXPERIENCE

Students develop practical skills in customer engagement, negotiation, and sales processes, preparing them for real-world roles.



ONGOING PROFESSIONAL GROWTH

Staying updated with market trends, sales techniques, and emerging technologies keeps their skills competitive and relevant.



STRONG ANALYTICAL & PROBLEM-SOLVING SKILLS

Students learn to assess client needs, troubleshoot issues, and provide effective sales solutions.



INDUSTRY-RELEVANT KNOWLEDGE

Understanding business processes, compliance, and customer management equips students for success in technical sales roles.



HIGH EMPLOYABILITY

Gaining expertise in sales strategies, data security, and technical products makes students valuable in a competitive job market.