



## ABOUT US

We empower UK employers and learners to supercharge their skills through dynamic training and cutting-edge skill strategies.



## UNLOCK YOUR **Potential** Today!

We offer a wide array of courses. From Telecoms, Leadership and Management, Customer Service and much more!

### CONTACT US



Williamson House, Ashford  
Kent, TN23 6LW

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01233 632 111  
01618 060 697



info@esp-ac.uk

# ESP

[www.esp-ac.uk](http://www.esp-ac.uk)

Sales Executive  
Level 4

# THE ESP DIFFERENCE

Our coaches and trainers are highly skilled and well qualified in what they do. Above all, we care about each and every one of our learners and want to see them fulfil their potential, progress and meet their individual career development goals.

Our apprenticeship programmes are underpinned by a range of national accreditations, ensuring a vigorous approach to quality, standards and consistency.

Our services span pre-employment, apprenticeships, short courses as well as learner recruitment. Training delivery is tailored to suit the needs of each learner and employer.

## DELIVERY

- 1) Interactive Workshops:** Immerse yourself in the power of knowledge with three engaging workshops.
- 2) Tailored Flexibility for YOU:** Life is dynamic, and so is our delivery model! We understand that your schedule is unique. Our flexible learning model is crafted to suit your needs.
- 3) Blended Brilliance:** Online & Face to Face: Embrace the best of both worlds!



## SALES EXECUTIVE LEVEL 4 COURSE


- End-to-End Sales Management**  
Take charge of the entire sales process, from planning and engagement to negotiation and closure, to effectively sell products or services.
- Customer Relationship Building**  
Cultivate strong relationships with existing and potential customers by understanding their needs.
- Market and Product Expertise**  
Acquire in-depth knowledge of your organisation's products or services, industry trends, and competitor offerings.
- Professional Integrity and Development**  
Demonstrate ethical conduct, resilience, and continuous learning, embodying your organisation's values while striving for personal and professional growth.

From sales planning and customer engagement to negotiation and customer experience management, apprentices learn to navigate the sales landscape with professionalism, integrity, and a customer-centric approach.


**Course Duration:** 18 Months (+ EPA)

**Delivery:** Blended or Virtual



  
**Recommended Pathway 1**  
**Operations / Departmental Manager (Level 5):** Ready to become a maestro of transformative change?

  
**Recommended Pathway 2**  
**Improvement Practitioner (Level 4):** Fine-tune your expertise in continuous improvement with the Improvement Practitioner course (Level 4).

  
**Recommended Pathway 3**  
**Leadership and Management Practitioner (Level 3 or Level 5):** Shape your leadership journey with the Leadership and Management courses.

