

Create your own in-house IT Technical Salesperson with Virtual College Apprenticeships

Let Virtual College Apprenticeships help you embrace and enhance your sales team.



Imagine having your own in-house IT Technical Salesperson, how great would that be?

This apprenticeship is designed to develop knowledgeable sales people that can successfully sell a company's technical products and services. The learner undertakes a mix of technical, sales and soft skills training to develop the expertise to allow them to build and maintain strong relationships with both new and existing customers.

What will the apprentice learn?

- ✔ Social networking management for business
- ✔ Create optimised content for web
- ✔ Digital marketing metrics analysis
- ✔ Communication styles
- ✔ Managing customer relationships
- ✔ Making and managing sales appointments
- ✔ Use and configure Microsoft Cloud Services
- ✔ Support cloud users
- ✔ Enable Microsoft Cloud Services
- ✔ Manage HTML5 application lifecycle
- ✔ Build the user interface using HTML5
- ✔ Format the user interface by using Cascading Style Sheets (CSS)
- ✔ Code using JavaScript

What qualifications will the apprentice gain?

- MTA Cloud Fundamentals
- Level 3 Award in Principles of Coding /Level 3 Award in Business Processes
- Sales Fundamentals (non-accredited)
- Social Selling (non-accredited)

How do we create your IT Technical Salesperson?



Step 1: Weeks 1 to 4

The apprentice will receive a full detailed induction on to the IT Technical Sales Apprenticeship programme. They will carry out initial assessments and diagnostics for Maths and English and will complete a number of induction tasks, including workbooks on Prevent, Safeguarding, Equality and Diversity, Health and Safety and British Values.

They will spend time getting to know the business' infrastructure activity and will carry out some remote independent learning via our bespoke LMS System, Enable2.



Step 2: Weeks 5 to 8

After spending time completing all activities in Step 1, the apprentice will undertake their first five day online live classroom week. They will still be within the workplace but will be away from their day-to-day activities to focus on their training sessions. The sessions involve tuition from our experienced Technical Trainer, individual and group work, assignment writing and lab activities. Once the five day session is completed they return to their job role and begin to apply the knowledge they have learnt.



Step 3: Weeks 9 to 52

The apprentice will undertake three further five day online live classroom weeks for each module spread equally throughout the remaining weeks. They will also receive a face-to-face workshop session every eight weeks with our Trainer undertaking learning towards the work place competencies elements of the standard. The face-to-face learning will be supported by our bespoke LMS System, Enable2. They will undertake an exam at the end of each module. You as the employer will also spend time mentoring the apprentice and providing opportunities for knowledge sessions, work shadowing and self-study opportunities.

At the end of the 12 month programme of study, our Trainer will be on hand to support the apprentice through the end point assessment phase.

Are existing employees eligible for an apprenticeship?

Absolutely! Apprenticeships are a perfect way to train existing staff. If you have identified a member of staff with the potential to take on cyber security responsibilities, our trainers will help them to gain the skills to succeed and benefit your business.



For 22 years, Virtual College has been developing and supplying collaborative, customer-focused e-learning technology for organisations world-wide

We're proud to have won 'Learning Technologies Supplier of the Year 2016-17' and 'e-learning Development Company of the Year 2015-16'.

Please contact:

apprentices@virtual-college.co.uk

01325 328827

