

Export Sales Diploma

16-20 SEPTEMBER 2019
09:30 - 16:30

Developed by Export Sales Training Limited, for sales personnel to gain a practical Diploma in their field of expertise. Following on from the Export Sales Certificate level this is the ultimate assessment and recognition for travelling overseas, negotiating and winning export orders. Success is measured by the ability to prioritise enquiries, the quality of quotations.

COURSE CONTENT

- > Familiarisation of your new company and products
- > Producing price build up sheets
- > Three days of role playing situations
- > Prioritising and responding to overseas enquiries
- > Explanation of Letters of Credit and their importance
- > Understanding overseas cultures
- > Costing and producing quotations
- > Negotiating with the buyer
- > Multiple workshops including role plays

Delegates will depart with a full set of informative notes.

VENUE

Chamber of Commerce Training Suite,
Red Rose Court, Clayton Business Park,
Accrington, BB5 5JR.

COST

MEMBERS: **£2500** + VAT per delegate
NON MEMBER: **£4500** + VAT per delegate

* Buffet lunch included

Export Sales Diploma delegates must have achieved the Export Sales Certificate level (*four days*) prior to enrolling

“After more than 10 years direct export sales experience I felt I knew it all, but wanted to prove my abilities with a recognised qualification. The only course and qualification available which focuses on actual and not theoretical export sales experience was “The Export Sales Diploma”. The course proved to be extremely beneficial and challenging as it not only refreshed my existing knowledge, but also expanded my horizons with additional practical information and skills, which can be used day to day in an export sales environment - one year on and I still refer to the course notes for reference”

JOHN WHITTAKER, Actaris Metflex.

To reserve your place please contact Stephanie Warrington on **01254 356473** / s.warrington@chamberelancs.co.uk