

Qualification Accreditation Numbers

	QAN
Level 1	
Award in Basic Sales Skills ¹	500/3527/7
Level 2	
Award in Sales and Marketing	500/3566/6
Certificate in Sales and Marketing ²	500/3740/7
Certificate in Sales Administration	500/1424/9
Level 3	
Award in Advanced Sales and Marketing	500/3640/3
Certificate in Advanced Sales and Marketing	500/3645/2
Diploma in Advanced Sales and Marketing ³	500/3530/7
Certificate in Sales Administration	500/3412/1
Level 4	
Award in Operational Sales and Marketing Management	500/3660/9
Certificate in Operational Sales and Marketing Management	500/3649/X
Diploma in Operational Sales and Marketing Management	500/3661/0
Level 5	
Award in Sales Management	500/3689/0
Award in Account Management	500/3664/6
Certificate in Sales Management	500/3665/8
Certificate in Account Management	500/3663/4
Diploma in Sales Management	500/3667/1
Diploma in Account Management	500/3666/X
Diploma in Sales and Account Management	500/3662/2
Level 6	
Executive Award in Strategic Sales and Account Management	500/3707/9
Executive Certificate in Strategic Sales and Account Management	500/3693/2
Executive Diploma in Strategic Sales and Account Management	500/3804/7

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| 1 | Unit 1 | D/501/3910 | Foundation Sales Skills |
| 2 | Unit 1 | J/501/4291 | The Customer-Focused Organisation |
| | Unit 2 | L/501/4292 | Selling in a Customer-Focused Organisation |
| 3 | Unit 1 | H/501/4234 | Marketing for Sales Executives |
| | Unit 2 | K/501/4235 | Selling Skills for Sales Executives |
| | Unit 3 | M/501/4236 | Supporting Skills For Sales Executives |
| | Unit 4 | T/501/4237 | Cross Unit Project in Sales and Marketing |