

Corporate Sales Professional Certification

Available Delivery Methods :

- | E-Learning
- | Instructor Led Virtual Class
- | Instructor Led Face to Face Class

Overview

SMstudy Certified Corporate Sales Professionals are facilitators who ensure that the corporate sales process is effectively followed to satisfy the goals set by the Corporate Marketing Strategy or Business Unit/Geographic Strategies. They guide the company in the processes required for generating B2B sales and retaining customers through good account management practices. The certification exam is proctored and candidates have two hours to complete 100 multiple choice questions. Candidates are strongly advised to study of the SMstudy® Guide book on Corporate Sales with emphasis on the highly recommended inputs, tools, and outputs for each process. There are no work experience requirements and no mandatory educational hours in addition to the recommended study.

Successful candidates will be awarded the SMstudy Certified Corporate Sales Professional certification by SMstudy after passing the certification exam.

Certification	Prerequisites		Target Audience
	Experience	Education	
SCCS-P™	Nil	Preferably SMstudy® Certified Corporate Sales Associate	Anyone interested in becoming a Corporate Sales Professional

Takeaways

- 100+ courses
- Videos, Study Guides
- Chapter Tests
- Important terms and concepts
- SMstudy Mobile App

Exam Format

- Multiple choice
- 100 questions
- No negative marks for incorrect answers
- 120-minute duration
- Proctored online exam

Additional Study Materials in case of Classroom Course

- SMstudy® Guide – Corporate Sales
- SCCS-P™ Student Workbook
- SCCS-P™ Chapter Test booklet
- SCCS-P™ Case study booklets
- SCCS-P™ Process Chart