



CERTIFICATE SUPPLEMENT (*)



SWEDEN

1. CERTIFICATE TITLE

Yrkeshögskoleexamen

Account Manager IT Sales

2. TRANSLATION OF CERTIFICATE TITLE

Higher Vocational Education Diploma

Account Manager IT Sales

This translation has no legal status.

3. SKILLS AND KNOWLEDGE PROFILE

The holder of this document has

- Specialised knowledge of theoretical and practical sales and IT in the professional role of Account Manager IT Sales.
- Knowledge and overview of related professional and competence areas such as business administration, business law and marketing.
- Knowledge of work processes and quality criteria in theoretical and practical sales and IT in the professional role of Account Manager IT Sales.
- Skills in planning, performing and identifying resources to be able to perform specialised tasks in sales, project management, business intelligence analysis and marketing in the professional role of Account Manager IT Sales.
- Skills in solving complex problems by combining technical know-how with the ability to be businesslike in customer relations in the professional role of Account Manager IT Sales.
- Skills in communicating commitments and solutions for transactions that create value for both buying and selling companies in the professional role of Account Manager IT Sales, in both Swedish and English.
- Competence to independently work with the entire chain of the sales process with a focus on the IT sector and to do this in such a way that it leads to learning and professional development in the professional role of Account Manager IT Sales.
- Competence to independently develop strategic and long-term customer relationships for customer benefit and profitability in the professional role of Account Manager IT Sales.

4. PROFESSIONS AVAILABLE FOR THE HOLDER OF THE CERTIFICATE

IT salesperson, Business Developer IT and Account Manager IT Sales

5. OFFICIAL STATUS OF THE CERTIFICATE

Name and address of the awarding institution	Name and address of the public authority issuing awarding entitlement to education providers
	The Swedish National Agency for Higher Vocational Education Box 145, 721 05 Västerås Sweden www.myh.se
Diploma level (national or international designation)	Grading scale
SEQF/EQF:	Fail (Icke godkänt - IG) Pass (Godkänt - G) Pass with Distinction (Väl godkänt - VG)

6. OFFICIALLY RECOGNISED MANNER OF OBTAINING THE DIPLOMA

Description of vocational education and training received	Per cent of whole programme (%)	Length (weeks)
• College/education centre		weeks
• Placement – Learning in a work environment		weeks
Total teaching/study duration resulting in diploma		weeks
Further information		
The Higher Vocational Education Diploma requires a minimum of a Pass (Godkänt) in all courses. Five HVE credits correspond to one week of full-time studies.		
A Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 200 Higher Vocational Education credits (HVE credits).		
An Advanced Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 400 HVE credits, at least one quarter of programme time is spent on student placement, and the student has completed an independent project.		
Entry requirement is successful completion of upper secondary education.		
For more information on higher vocational education, please visit the website of the Swedish National Agency for Higher Vocational Education: www.myh.se		

(*) Explanatory note

This document is designed to provide additional information about the specified certificate and does not have any legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates, and Recommendation 2001/613/EC of the European Parliament and of the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

More information available at: <http://europass.cedefop.europa.eu>

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