



# APPENDIX TO DIPLOMA (\*)



SWEDEN

## 1. EXAMENSBEVISETS BENÄMNING

Yrkeshögskoleexamen

Försäljningsingenjör

## 2. TRANSLATION OF DIPLOMA TITLE

Diploma in Higher Vocational Education

Sales Engineer

This translation has no legal status.

## 3. SKILLS AND KNOWLEDGE PROFILE

### The holder of this document has

- Knowledge of the entire sales process – from customer relationship management to negotiation and sale.
- Knowledge of IT products on a technician level.
- Knowledge of how to run and manage projects.
- Knowledge of how to run and manage sales work.
- Knowledge of business economics.
- Knowledge of acts and rules affecting sales and marketing work.
- Knowledge of marketing and how this can support sales work.
- Knowledge of data communication.
- Skills in developing collaborations and relationships with business customers.
- Skills in managing IT products on a technician level.
- Skills in establishing sales and profitability budgets.
- Skills in establishing pricing and contribution margin calculations.
- Skills in conducting professional presentations.
- Competence for helping customers with enquiries of a technical nature, both before and after transaction.
- Competence in project leadership and running projects.
- Competence for planning, running and evaluating the sales process in accordance with specified goals.
- Competence for conducting administrative routines such as reports and documentation.
- Competence for preserving, supporting and developing collaborations and relations with business customers.

## 4. PROFESSIONS AVAILABLE FOR HOLDERS OF THE DIPLOMA

Key Account Manager, Pre-sales technician (technical sales support), Consultancy manager, Internal sales, Technical sales

## 5. OFFICIAL STATUS OF THE DIPLOMA

<b>Name, status and address of the institution awarding the diploma</b>	<b>Name, status and address of the public authority issuing the entitlement to award a diploma to education providers</b>  The Swedish National Agency for Higher Vocational Education Postal Address: Box 145, S-721 05 Västerås <a href="http://www.myh.se">www.myh.se</a>
<b>Diploma Level (national or international designation)</b>  NQF/EQF: <i>scale not yet established</i> ISCED – scale:	<b>Grading Scale</b>  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 (hours/weeks/months/years)
• College/education centre		weeks
• Placement – Learning in a work environment		weeks
Total teaching/study duration resulting in diploma		<b>weeks/years</b>
<p><b>Further information</b></p> <p>A higher vocational programme may be of 200 vocational credits, equivalent to one full academic year, or 400 vocational credits, corresponding to two full academic years. If the criteria in Chapter 2, Section 13 of the Ordinance (2009:130) on higher vocational education are fulfilled, a Diploma in Higher Vocational Education is obtained. If the criteria in Chapter 2, Section 14 of the Ordinance (2009:130) on higher vocational education are fulfilled, an Advanced Diploma Higher Vocational Education is obtained.</p> <p>Entry requirement is successful completion of upper secondary education.</p> <p>For more information on higher vocational education, please visit the website of the Swedish National Agency for Higher Vocational Education: <a href="http://www.myh.se">www.myh.se</a></p>		

**(\*) Explanatory notes**

This document is intended to provide additional information about the specified diploma and has no legal status in itself. It is based on Council Resolution 93/C No. 49/01 of 3 December 1992 on the transparency and clarity of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency and clarity of vocational education certificates, and the European Parliament and Council Recommendation 2001/613/EC of 10 July 2001 on mobility within the Union of students, persons undergoing vocational training, volunteers, teachers and educators.

Further information on transparency and clarity may be obtained from: [www.cedefop.eu.int/transparency](http://www.cedefop.eu.int/transparency)

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