



1. Title of the certificate – Yrkeshögskoleexamen ¹

Säljare B2B

2. Translated title of the certificate – Higher Vocational Education Diploma ²

B2B Salesperson

3. Knowledge, skills and competence profile

The holder of the certificate has:

- Specialist knowledge of theoretical and practical sales, customer processing and customer care.
- Knowledge and overview of related professional and competence areas such as marketing, business administration and business law.
- Knowledge of work processes and quality criteria in theoretical and practical sales, customer processing and customer care.
- Skills in planning, performing and identifying resources to perform specialist tasks in sales, customer processing and customer care work.
- Skills in solving complex problems in sales, customer processing and customer care work.
- Skills in communicating commitments and solutions in English in sales, customer processing and customer care work.
- Competence to independently handle theoretical and practical sales, customer processing and customer care in such a way as to lead to self-learning and development.
- Competence to monitor sales, customer processing and customer care work and to complete assigned projects.

4. Range of occupations accessible to the holder of the certificate ³

B2B Salesperson, Corporate Salesperson, Account Manager, Key Account Manager and Sales Consultant

¹ In the original language. | ² If applicable. This translation has no legal status. | ³ If applicable.

The Certificate supplement provides additional information about the certificate and does not have any legal status in itself. Its format is based on the Decision (EU) 2018/646 of the European Parliament and of the Council of 18 April 2018 on a common framework for the provision of better services for skills and qualifications (Europass) and repealing Decision No 2241/2004/EC.

1. Official basis of the certificate

Name and address of the awarding institution	Authority providing accreditation / recognition of the certificate
	The Swedish National Agency for Higher Vocational Education Box 145 721 05 Västerås, Sweden www.myh.se
Level of the certificate (national or European) ¹	Grading scale / Pass requirements
Level 5 in the National Qualifications Framework (SeQF) Level 5 in the European Qualifications Framework (EQF)	Fail (icke godkänt – IG) Pass (Godkänt – G) Pass with distinction (Väl godkänt – VG)
Access to next level of education / training ¹	International agreements on recognition of qualifications ¹
	The Higher Vocational Education Diploma requires a minimum of a Pass (Godkänt) in all courses.

Legal basis

A Higher Vocational Education Diploma is awarded if the study programme comprises a minimum of 200 Higher Vocational Education credits (HVE credits). Five HVE credits correspond to one week of full-time studies.

2. Officially recognised ways of acquiring the certificate

Description of vocational education and training	Percentage of total programme (%)	Duration (/weeks)
College/education centre	%	weeks
Placement – learning in a work environment	%	weeks
Total duration of the education / training leading to the certificate		weeks

3. Additional information

Entry requirements ¹

Entry requirement is successful completion of upper secondary education.

More information (including a description of the national qualifications system)

For more information on higher vocational education, please visit the website of the Swedish National Agency for Higher Vocational Education: www.myh.se

National Europass Centre

www.myh.se

¹ If applicable.