



APPENDIX TO DIPLOMA (*)



Sweden

1. TITLE OF DIPLOMA

Kvalificerad yrkeshögskoleexamen

Säljledning och kvalificerad försäljning

SUN-kod: 341z

Företagsekonomi, handel, administration – Inköp, försäljning, distribution – Inköp, försäljning, distribution

2. TRANSLATION OF DIPLOMA TITLE

Higher Vocational Education Degree

Sales management and qualified sales

SUN code: 341z

Business economics, Trade, Administration - Procurement, Sales, Distribution - Procurement, Sales, Distribution

This translation has no legal status.

3. SKILLS & KNOWLEDGE PROFILE

The holder of this document has

- Ability to conduct qualified sales-alternatively sales work aimed at companies and consumers.
- Skills in planning for and carrying out sales management, coaching and forming teams.
- Skills in maintaining and developing collaboration and relations with the company's customers.
- Skills in planning and managing the sales process in accordance with the company's objectives.
- Skills in devising and taking responsibility for sales and profitability budgets as well as price and contribution margin calculations.
- Skills in understanding business Swedish and English, both verbally and in writing.
- Skills in working in a team and managing projects.
- Knowledge of and skills in communicating, hosting professional presentations and working in a group with colleagues and managers.
- Ability to manage personal development of skills as well as that of others.
- Skills in working in independently, dealing with stress and conflicts.
- Skills in comprehending IT tools.

4. PROFESSIONS AVAILABLE TO THE HOLDER OF THE FINAL GRADE

Field Salesperson, Office based Salesperson, Salesperson, District Manager, Regional Manager, Head of Sales, Sales Manager, Project Manager, Coordinator, Marketing Executive

(*) Explanatory notes

The purpose of this document is to provide additional information to the mentioned degree and has no legal status in itself. It is based upon the Council's Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, on the Council's Resolution 96/C 224/04 of 15 July 1996 on transparency regarding vocational training certificates, and on the Recommendation of the European Parliament and the Council 2001/613/EG of 10 July 2001 on mobility within the EC for students, persons undergoing vocational training, volunteers, teachers and trainers.

More information on transparency can be obtained from: www.cedefop.eu.int/transparency

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5. OFFICIAL STATUS OF THE DIPLOMA

Name, status and address of the institution issuing the diploma	Name, status and address of the national authority issuing the entitlement to award a degree to education providers The authority for higher vocational training Swedish National Agency for Higher Vocational Education Postal Address: Box 145, S-721 05 Västerås www.yhmyndigheten.se
Diploma Level (national or international designation) NQF/EQF: <i>the scale has not yet been determined</i> ISCED – scale: 5 B	Grading Scale/Requirements for Pass Fail (Icke Godkänt - IG) Pass (Godkänt -G) Pass with Credit (Väl godkänt - VG)

6. OFFICIALLY RECOGNIZED WAYS OF OBTAINING A DIPLOMA

Description of vocational training received	Percentage of the entire course (%)	Duration (hours/weeks/months/years)
• School/Institution		weeks
• LIA - Learning in a work environment		weeks
Total education/course duration resulting in the certificate		weeks / year

Additional Information

A higher vocational education course may encompass 200 Yh credits which correspond to one year of full-time study, or 400 Yh credits which correspond to two years of full-time study. If the criteria in Chapter 2, Section 13 of the Ordinance (2009:130) on Higher Vocational Education is met a Higher Vocational Education Degree is awarded. If the criteria in Chapter 2, Section 14 of the Ordinance (2009:130) on Higher Vocational Education are met a Post-Secondary Higher Vocational Education & Training Degree is awarded.

Additional information on higher vocational education courses and the national training and qualification system may be found on the National Agency for Higher Vocational Education web site: www.yhmyndigheten.se