

# Certification Path 7: SYSPRO User Sales Role

The Sales Role certification path is aimed at **SYSPRO Users** who may perform the roles of **Salesperson, Order Entry Clerk, or Sales Manager**. This path focuses on the SYSPRO 7 solutions which are used to track prospects; maintain prices for customers and stock codes; prepare, track and convert quotations to sales orders; process, track and maintain sales orders; and monitor and analyze sales orders.

**Prerequisite:** Certification Path 7: SYSPRO Onboarding for SYSPRO Users

The Level 1 certification assesses users on the SYSPRO 7 solutions which users in the Sales role use to perform their duties. These include but are not limited to the *Sales Orders, Contact Management, Inventory, Quotations, and Sales Analysis* modules, as well as the **Contract Pricing, Blanket Sales Orders and Releases, Trade Promotions, and Return Merchandise** features.

The Level 2 certification assesses users on the Sales role within the sales process.

Certification	Estimated Number of Days to Complete	Number of Exams
Level 1	3	1
Level 2	3	1
<b>Total</b>	<b>6</b>	<b>2</b>

Certification Path Name	Certification Name	Exam/Course
Certification Path 7: SYSPRO User Sales Role	Level 1 - Sales Role Certification 7	Exam - Salesperson, Order Entry Clerk and Sales Manager
	Level 2 - Sales Role Certification 7	Exam - Sales Business Process - Sales Role