

# Certification Path 8: 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 8 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:** None

The Level 1 certification assesses users on basic ERP industry, inventory, and manufacturing terms and navigating the SYSPRO 8 interface and programs. It also assesses users on the SYSPRO 8 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	6	2
Level 2	3	1
<b>Total</b>	<b>9</b>	<b>3</b>

Certification Path Name	Certification Name	Exam/Course
Certification Path 8: SYSPRO User Sales Role	Level 1 - Sales Role Certification 8	<ul style="list-style-type: none"> <li>Exam - SYSPRO Onboarding for SYSPRO Users 8</li> <li>Exam - Salesperson, Order Entry Clerk and Sales Manager</li> </ul>
	Level 2 - Sales Role Certification 8	<ul style="list-style-type: none"> <li>Exam - Sales Business Process - Sales Role</li> </ul>