

# Certification Path: Sales Consultant

The **Sales Consultant Certification Path** is aimed at the **Sales** role. The path consists of courses which cover and assess earners' knowledge of SYSPRO the company and solution. Additionally, it provides courses specifically covering sales topics, including: **Why Factor Selling**, **The SYSPRO Intro Deck**, **Presenting for Success** and **Target Market Selling**.

This certification path is designed to provide earners with key facts about SYSPRO the company and the solution as well as the messaging and terminology used.

Certification	Completed in	Estimated Number of days to complete	Number of exams	Number of Courses
Level 1	Yr. 1 of PartnerUP program	4	1	8
Total		4	1	8

Certification Path Name	Certification Name	Exam/Course
Sales Consultant	Level 1 – Sales Consultant Certification	<ul style="list-style-type: none"><li>▪ SYSPRO Onboarding for Partners Exam</li><li>▪ Why Factor Selling Overview</li><li>▪ Why Factor Selling</li><li>▪ Presenting for Success</li><li>▪ The SYSPRO Intro Deck</li><li>▪ IDEAL for Sales</li><li>▪ Target Market Selling Overview</li><li>▪ Target Market Selling for a Salesperson</li><li>▪ Target List</li></ul>

Expiry date: 28<sup>th</sup> of February 2023