



## **SALES APPRENTICESHIP MIDDLESBROUGH (Level 4)**



### **The Company**

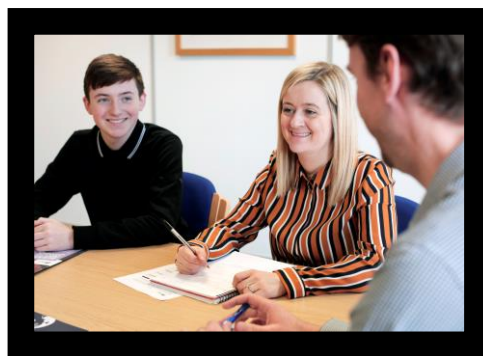
PD Ports is one of the UK's major port groups and one of the largest employers in the Tees Valley. Operating out of 12 key ports and logistics centres across the UK, we are committed to retaining and developing talent nationwide. With headquarters based in the North East of England, PD Ports owns and operates Teesport, one of the UK's most progressive ports, which supports over 22,000 jobs and generates £1.4bn to the economy every year.

### **The Department**

Reporting to the General Manager, this role will be located in the Commercial Department based in Middleborough.

### **The Apprenticeship**

A 24-month programme, which will provide a high standard of knowledge, skills and behaviours in line with the requirements of the commercial team, as well as the wider working environment. A mentor from within the business will be allocated to support the candidate throughout their apprenticeship, to set learning goals and track progress.



There will be a requirement to complete the Level 4 Customer Sales Executive Apprenticeship Standard and represent work in an End Point Assessment (EPA) meeting the eligibility standards for Association of Professional Sales (APS) or the Institute for Sales Management (ISM).

The aim of the apprenticeship programme is to develop professional sales skills and organisational knowledge, with support from the business and external training providers.

Development of market, organisation and product knowledge will be supported alongside gaining an understanding of key knowledge's and behaviours necessary in the field of sales. During the apprenticeship, methods will be adopted to develop skills in engaging with customers and recognition of customer challenges and needs. The apprentice will be trained to gather intelligence, learn negotiating and closing sales skills, resulting in the ability to develop a professional, proactive approach to all aspects of sales and selling.

Applicants will need the following qualifications and initial skill base to apply.

- GCSE Maths qualification minimum Level 4 (Grade C or above)
- GCSE English qualification minimum Level 4 (Grade C or above)
- A Level Qualification - essential
- Good level of IT Skills, Microsoft Word, excel, outlook as minimum
- Analytically minded
- Customer Oriented
- Situational awareness
- Good level of communication skills – verbal and written
- High levels of accuracy
- Organised approach to work load
- Professional attitude
- Ability to use own initiative
- Good problem solving and decision making skills
- Interpersonal skills
- Confidence
- Driving License and own transport

If you would like to be considered for this opportunity, apply by sending CV and covering letter to **Tanya Mountain, Group HR Officer** via [hr.admin@pdports.co.uk](mailto:hr.admin@pdports.co.uk) or by post to **Group HR Department, PD Ports, 17-27 Queens Square, Middlesbrough, TS2 1AH.**

Closing date: **9<sup>th</sup> July 2021**

