

# CERTIFICATE SUPPLEMENT (\*)

## 1. TITLE OF THE CERTIFICATE (NL)

**Diploma Beroepsonderwijs**  
**Kwalificatie: Eerste verkoper**  
**Kwalificatiedossier: Advies en leiding in de verkoop**  
In the original language

## 2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Certificate Senior Secondary Vocational Education**  
**Qualification: Skilled salesman**  
**Qualification file: Sales advice and supervision**  
This translation has no legal status

## 3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Skilled salesman are:

Core task 1: Takes care of processing of wares and store performance

- 1.1 Is responsible for receipt and storing away of goods
- 1.2 Cares for the shop presentation
- 1.3 Inspects the stock and suggests what to order
- 1.4 Carries out promotional activities with respect to (online) information systems

Core task 2: Optimises sales

- 2.1 Acts as host
- 2.2 Analyses the sales results and makes suggestions for improvements
- 2.3 Makes improvement proposals with regard to the market position in the local market
- 2.4 Handles (online) requests, orders and/or customer complaints
- 2.5 Takes part in and/or leads the team meetings

Core task 3: Carries out sales activities

- 3.1 Carries out sales consultations
- 3.2 Makes articles/customizes products or makes them ready-to-use
- 3.3 Completes the sale
- 3.4 Closes up the payment system and takes care of its administration

Core task 4: Manages a sales team

- 4.1 Makes work schedules
- 4.2 Manages activities
- 4.3 Makes improvement proposals with respect to the implementation of personnel management
- 4.4 Assists in the acquisition and selection of employees

### \* Explanatory note

This document is designed to provide additional information about the specified certificate and does not have any legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates, and Recommendation 2001/613/EC of the European Parliament and of the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

More information is available at: <http://www.europass.cedefop.europa.eu/>

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#### 4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

In most cases the Skilled salesman works in a small or medium-sized enterprise or chain store within the nonfood sector. He usually works in a sales team under a manager or entrepreneur. This branch and specific function determine what is the most relevant in carrying out tasks.  
The Skilled salesman is generally a co-foreman.

#### 5. OFFICIAL BASIS OF THE CERTIFICATE

<b>Name and status of the body awarding the certificate</b> The certificate issued on completion of the programme is signed by the examination board at the school where the pupil attended the programme.	<b>Name and status of the national/regional authority providing accreditation/recognition of the certificate</b> Ministry of Education, Culture and Science
<b>Level of the certificate (national or international)</b> Qualification level 3 of the Dutch VET qualification structure Characteristics: implementation of more than just the own block of tasks. The professional is able to account for his or her actions towards colleagues, and monitors and supervises the work of others. The range of tasks also includes drafting work preparation procedures. NLQF level 3 - EQF level 3 - ISCED 3C	<b>Grading scale / Pass requirements</b> 10 excellent 9 very good 8 good 7 very satisfactory 6 pass 5 fail 4 unsatisfactory 3 very unsatisfactory 2 poor 1 very poor
<b>Access to next level of education/professions</b> The Skilled salesman can develop within VET education and the labour market to become: - Manager retail trade, level 4 - Entrepreneur retail trade, level 4	<b>International agreements</b> The profession of Skilled salesman is not regulated in the Netherlands. However the education and training for this profession on qualification level 3 is regulated under the European directive 2005/36/EC, amended by directive 2013/55/EU. The regulated education and training gives access to regulated professions at the level of a diploma according to article 11 of this directive.
<b>Legal basis</b> Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 25153 The education and training for this qualification is offered as of August 1, 2015.	

#### 6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE

Senior secondary vocational education features two learning pathways: the school-based pathway (bol) and the training on the job pathway (bbl).  
 In the school-based pathway, the majority of the course consists of theory at school. The extent of the practical component (vocational practice) is between 20% and 60%. In the training on the job pathway, the extent of vocational practice is at least 60% of the course. The participant works four days a week in a training company, and attends school for theory subjects just one day a week.  
 In principle it is possible to follow both learning pathways, but which pathway is offered will depend on the individual educational institution.

**Average duration of the education/ training leading to the certificate**

**3 years (4800 study hours) (depending on previous education)**

#### Entry requirements

The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical programme, or a comparable level.

## 7. ADDITIONAL INFORMATION

Dutch senior secondary VET is based on qualification files, that each contain one or more qualifications. The information included in part 3 and 4 is derived directly from the qualification file determined by the Minister of Education, Culture and Science. The complete qualification file can be found at <http://kwalificaties.s-bb.nl/>, only in Dutch.

Optional subjects are linked to the qualification. The optional subjects have a total size of 15% of the course duration. The optional subjects completed by the student are listed on the certificate.

Additional information, including a description of the Dutch national qualifications system, is available at the Netherlands National Reference Point (NRP): [www.s-bb.nl](http://www.s-bb.nl). The NRP is the information centre for vocational qualifications in the Netherlands. SBB has been appointed in this capacity by the Ministry of Education, Culture and Science.