



1. TITLE OF THE CERTIFICATE (NL)

Diploma Beroepsonderwijs
Kwalificatie: In- en verkoper vershandel
Kwalificatiedossier: In- en verkoop vershandel

In the original language

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

Certificate Senior Secondary Vocational Education
Qualification: Purchaser and salesman fresh produce trade
Qualification file: Purchase and sale fresh produce trade

This translation has no legal status

3. PROFILE OF SKILLS AND COMPETENCES

The most important duties of a Purchaser and salesman fresh produce trade are:

Core task 1: Makes preparations for purchasing or sales

- 1.1 Consults with purchasing and sales team
- 1.2 Maintains external contacts
- 1.3 Provides an up-to-date account of the market
- 1.4 Contributes to the initiating of market initiatives
- 1.5 Follows developments in the sector and adjusts working duties accordingly

Core task 2: Buys products fresh produce trade and sells them

- 2.1 Determines demand from the customer or offer from the suppliers
- 2.2 Tests product
- 2.3 Negotiates
- 2.4 Makes an agreement with the customer or supplier
- 2.5 Organises packaging and transport
- 2.6 Administers and inspects product, process and transport data
- 2.7 Carries out aftersales
- 2.8 Identifies and deals with complaints

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

The Purchaser and salesman fresh produce trade works for a wholesaler that trades and processes food and green products. This includes trading and processing flowers, plants, potatoes, vegetables, fruit and other agricultural produce.

5. OFFICIAL BASIS OF THE CERTIFICATE

Name and status of the body awarding the certificate The certificate issued on completion of the programme is signed by the examination board at the school where the pupil attended the programme.	Name and status of the national/regional authority providing accreditation/recognition of the certificate Ministry of Education, Culture and Science
Level of the certificate (national or international)	Grading scale / Pass requirements

* 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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5. OFFICIAL BASIS OF THE CERTIFICATE	
<p>Qualification level 4 of the Dutch VET qualification structure</p> <p>Characteristics: non-job related skills such as tactical and strategic capacities. The professional bears his or her own responsibility, which is not only related to practical implementation in terms of monitoring and supervision, but also a more formal, organisational responsibility. The range of tasks also includes drafting new procedures.</p> <p>NLQF level 4 - EQF level 4 - ISCED 3A</p>	<p>10 excellent</p> <p>9 very good</p> <p>8 good</p> <p>7 very satisfactory</p> <p>6 pass</p> <p>5 fail</p> <p>4 unsatisfactory</p> <p>3 very unsatisfactory</p> <p>2 poor</p> <p>1 very poor</p>
<p>Access to next level of education/professions</p> <p>If proven competent, the Purchaser and salesman fresh produce trade, based on training and/or experience, has limited career opportunities to a commercial purchase or sales position (external) within other sectors in the wholesale business. Promotion is also possible to a managerial position within the own sector, i.e., manager fresh food trade, logistics and transport.</p>	<p>International agreements</p> <p>The profession of Purchaser and salesman fresh produce trade is not regulated in the Netherlands. However the education and training for this profession on qualification level 4 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.</p>
<p>Legal basis</p> <p>Act on Vocational Education and Training (WEB), registered number of qualification (crebo): 97690</p> <p>The education and training for this qualification is offered as of August 1, 2010.</p>	

6. OFFICIALLY RECOGNISED WAYS OF ACQUIRING THE CERTIFICATE	
<p>Senior secondary vocational education features two learning pathways: the school-based pathway (bol) and the training on the job pathway (bbl).</p> <p>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.</p> <p>In principle it is possible to follow both learning pathways, but which pathway is offered will depend on the individual educational institution.</p>	
<p>Average duration of the education/ training leading to the certificate</p>	<p>4 years (6400 study hours) (depending on previous education)</p>
<p>Entry requirements</p> <p>The certificate preparatory vocational secondary education (vmbo) advanced vocational programme, combined programme, or theoretical programme, or a comparable level.</p>	

7. ADDITIONAL INFORMATION
<p>Dutch senior secondary VET is based on qualification files, that each contain one or more qualifications. The information in section 3 and 4 is drawn directly from the qualification file, that is composed by the Centre of Expertise. The complete qualification file is available at http://kwalificaties.s-bb.nl, only in Dutch.</p> <p>Additional information, including a description of the Dutch national qualifications system, is available at the Netherlands National Reference Point (NRP) for VET: www.nlgrp.nl</p> <p>SBB has been appointed by the Ministry of Education, Culture and Science as NRP.</p>