

Chegg Skills

Sales Professional

 Part-time (10 hours/week)

 100% online

 Certificate of Completion

Introduction

Congratulations on taking a major step in advancing your career. In this program, you'll learn key skills that employers identify as critically needed for entry-level practitioners in this growing field. As a member of the Chegg family, we are always Student First. Backed by one of the largest ed tech companies in the world, we're committed to giving you the skills and learning support you need to grow professionally.



Here's what you need to know:

- **Program Length:** 3 months (12 weeks)
- **Time Commitment:** Part-time (10 hours/week)
- **Instructional Type:** Online
- **Class Schedule:** Independent study and one 30-minute 1-on-1 mentor session each week
- **Credential Awarded:** Certificate of Completion

The minimum expected time commitment for this program is estimated at 10 hours/week. This includes your required 1-on-1 mentor session each week. Within this self-paced course, some students may progress more quickly than others.

About the Program

Our Sales Professional Certificate trains aspiring sales reps in the core skills of sales and business development. Students enter from many backgrounds and industries and leave prepared to enter or advance in the sales field with foundational knowledge and skills applicable to both consumer and business sales contexts.

This program covers 4 high-level objectives:

- 1 Mastering the fundamentals of sales
- 2 Practicing modern prospecting techniques
- 3 Utilizing data to understand sales performance
- 4 Navigating objective handling and negotiations

Course 1

Sales Fundamentals

Learn the foundational sales skills, business basics, and communication related to sales success.

Modules include:

- Sales Professional Skills
- Sales & Business Foundations

How You'll Apply These Skills:

Build foundational sales skills through understanding the buyer's process, sales cycles, and popular sales methodologies. Master core professional skills of interpersonal communication, storytelling, and time management as part of sales success.

Course 2

Prospecting

Understand the basics of prospecting to build positive first customer impressions and position products' value propositions to enable success.

Modules include:

- Prospecting

How You'll Apply These Skills:

Apply prospecting skills strategically through usage of pipeline management, tech tools, prospect research, and pre and post meeting strategies. Build knowledge on effective early-stage sales conversation strategies.

Course 3

Discovery & Presenting

Explore discovery and presenting stages of the sales cycle.

Modules include:

- Discovery
- Presenting

How You'll Apply These Skills:

Build foundations in understanding customer's needs, constructing a compelling value proposition, and effectively presenting this to clients across a variety of business contexts.

Course 4

Getting to Yes

Learn effective objection handling, negotiation, and closing strategies.

Modules include:

- Objection Handling & Negotiation
- Closing

How You'll Apply These Skills:

Navigate objection handling, negotiation, and closing strategies as part of the post-commit process and path to "getting to yes."

Career Services

Career-specific skills are part of your journey. After all, you're here not only to learn new skills, but to grow professionally. That's why we include a host of resources that are aimed at career advancement.

Your program includes career guidance on:

- 1 Nailing your interviews
- 2 Crafting the perfect resume
- 3 Polishing your LinkedIn profile
- 4 Salary and negotiations
- 5 Building your professional network

FAQs

What is the experience level for Program Instructors?

Instructors are chosen based on their academic credentials, relevant industry experience, and teaching ability. Chegg Skills collects weekly feedback from students and staff in order to evaluate the quality of each program. Chegg Skills also considers industry demand for particular skill sets and success rates with each program. They look for areas of improvement, ensuring that each program has successful outcomes that match Chegg Skills mission.

The minimum requirements to serve as a mentor, technical expert, or instructor for all Chegg Skills programs are:

- 3+ years of relevant industry experience
- Demonstration of genuine student advocacy and empathy for beginners
- Exceptional written and verbal communication skills

What is the experience level for mentors? Can I choose my own?

Mentors are assigned by Chegg Skills based on fit and availability. The minimum requirements to serve as a mentor are 3+ years of relevant industry experience, demonstration of genuine student advocacy, empathy for beginners, and exceptional written and verbal communication skills.

What support do you offer students during the program?

You are fully supported from the moment you start learning, with a comprehensive, personalized approach to your success that means that while you're learning online, you're never alone. Regardless of the program you choose, you'll be assigned a mentor who's focused on helping you understand the material and excel in the program.

Do I need a computer to take the course?

Chegg Skills programs require a computer with high-speed internet access and video capability, including a webcam, a microphone, and speakers. Every student must own or have access to a personal computer with at least:

- 16GB RAM
- At least 2.0 GHz processor
- At least 256 GB HD

Computers must be available prior to the first day of class. Headphones are highly recommended. Macs must have the most current OS version installed, and PCs must be using either Windows 10 (or newer Windows operating systems) or a current version of a Linux operating system.

Chegg Skills

**Apply for the
Part-Time
Sales Professional
Program today.**

Kickstart your path to a new career here.