

## Selling and Marketing Factoring Course

### Content

- Key objectives of the selling process
- Selling skills
- Sales process, pricing, alternative products
- Marketing Factoring

### Who should attend?

The courses are primarily aimed at sales staff from any level of experience: employees dedicated to selling factoring in the factoring companies or bank branches.

### Study material

Selling and Marketing Factoring Course study material will be provided by FCI. Students will not have any assistance from the Education Director during their study.

### Study time and examination

Each of the certificate courses is designed to be completed within three months (including the on-line multiple choice examination).

### Assessment

Participants take on-line multiple choice examination covering the study material. Those who pass will receive a Proficiency Certificate.

### Diploma on Selling Factoring - optional

Students who complete both courses successfully and receive the proficiency certificates in the same calendar year, can sit a final examination on Selling Factoring which takes place in the month of November in the year of courses registration. Participants who pass the final examination will receive the FCI Diploma on Selling Factoring.

### Cost

EUR 175.00

### Starting date

The course is offered twice a year, starting on 1 January and 1 July.

*“Recognition among FCI members and awards for the best students are considered as the great value added for us and in the local market.”* Egypt Factors S.A.E., Egypt

More information and registration :

<https://fci.nl/en/education/online-courses/selling-and-marketing-factoring-course> or via email [education@fci.nl](mailto:education@fci.nl)