ONLINE SPECIALISED COURSE

Make sustainable sales

Facilitating Open Account – Receivables Finance

Pre-sales and Seller On-boarding in Factoring Course

Content

The Course covers:

- International factoring business explained: functions, products, varieties, services
- Seller selection
- Educating the seller
- Basic operating rules and legal rules of the two-factor system

AVAILABLE ON-DEMAND

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

Pre-Sales and Seller On-Boarding in Factoring study material will be provided by FCI. Students will not have any assistance from the Education Director during their study.

Study time and examination

This course is designed to be completed within three months (including the online multiple-choice exam).

Assessment

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

Cost

The course fee is Euro 225 for FCI members and Euro 325 for non-members.

Duration

The course is available on demand.

For more information and registration, visit https://fci.nl/en/education/pre-sales-and-seller-boarding-course or email us via fci@fci.nl

"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