

# CERTIFICATE OF SALES & MARKETING IN RECEIVABLES FINANCE

Enhance your selling and marketing skills!



# CERTIFICATE OF SALES & MARKETING IN RECEIVABLES FINANCE



Aimed to enhance the selling and marketing skills of factoring professionals, this programme includes 3 e-learning courses:



**Foundation Course  
on Factoring**



**Selling & Marketing  
Factoring Course**



**Pre-sales and Seller  
On-Boarding course**



Suitable for professionals in the sales & marketing teams and Relationship Managers (in Bank branches), dealing on a daily basis with corporate clients.



Upon the completion of the programme the student will have developed his selling and marketing skills necessary to support the growth strategy of their institution.

Students who successfully complete the programme will become **"Certified Sales & Marketing Professionals in Receivables Finance"**.



Available every January and July.



Programme Duration: 6 Months

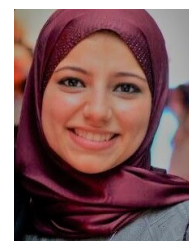


850€ / **FCI MEMBERS: 625€**



"I have successfully completed the FCI "Certificate of Sales & Marketing Factoring program, in addition to Foundation & Intermediate Course. I had such a great experience and enjoyed the companionship of a cooperative, friendly and well experienced team."

Ms. Reem Anwar  
Deputy Manager Credit & Manager  
Egypt Factors SAE



Read more information about FCI Academy  
» <https://fci.nl/en/academy>





Facilitating Open Account – Receivables Finance

FCI Office, Keizersgracht 559  
1017 DR Amsterdam, The Netherlands  
T: +31 20 6270306  
[fci@fci.nl](mailto:fci@fci.nl) | [www.fci.nl](http://www.fci.nl)