

# Grow Your Company Sales Skills

Want to grow your business?  
Does your team need new sales skills?

The good news is that there are subsidised training options available and enrolling right now.

There are a variety of government subsidised sales focused courses from level one to ten available with the following organisations...

LEVELS	ETB <small>getb.ie • msetb.ie</small>	SKILLNET <small>grsaeir.meriden.ie • roleskillnet.com llag.ie • galwayexecutiveskillnet.com</small>	TU <small>gmit.ie</small>	UNIVERSITY <small>nuigalway.ie</small>
1 CERTIFICATE	✓	-	-	-
2 CERTIFICATE	✓	-	-	-
3 JUNIOR CERTIFICATE	✓	-	-	-
4 CERTIFICATE	✓	✓	-	-
5 LEAVING CERTIFICATE	✓	✓	-	-
6 ADVANCED/HIGHER CERTIFICATE	✓	✓	✓	✓
7 ORDINARY DEGREE/BACHELOR DEGREE	-	✓	✓	✓
8 HONOURS DEGREE/HIGHER DIPLOMA	-	✓	✓	✓
9 MASTERS/POSTGRADUATE	-	✓	✓	✓
10 PhD/DOCTORATE	-	✓	✓	✓

## PART-TIME OR WORK & LEARN COURSES AVAILABLE NOW FOR EMPLOYEES

<p><b>Traineeship</b> <b>UP TO 100% FUNDED</b> LEVELS 4-6 DELIVERED BY ETB's</p>	<p><b>New Apprenticeships</b> <b>UP TO 100% FUNDED</b> LEVELS 6-9 DELIVERED BY ETB's &amp; TU</p>	<p><b>Skills To Advance</b> <b>UP TO 100% FUNDED</b> LEVEL 6 DELIVERED BY ETB's</p>	<p><b>Springboard</b> <b>90-100% FUNDED</b> LEVELS 6-9 DELIVERED BY TU &amp; UNIVERSITY</p>	<p><b>Skillnet Ireland</b> <b>25-100% FUNDED</b> LEVELS 4-9 DELIVERED BY SKILLNETS</p>
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## START-UP BUSINESS SUPPORTS AVAILABLE RIGHT NOW IN THE WEST OF IRELAND

Incubators/Accelerators	Funding	Staff & Recruitment	Upskilling & Development
<ul style="list-style-type: none"> <li>Portershed</li> <li>WestBIC</li> <li>Galway Technology Centre</li> <li>GMIT iHubs</li> <li>NUI Galway Business Innovation Centre</li> <li>CREW Digital</li> </ul>	<ul style="list-style-type: none"> <li>Local Enterprise Offices</li> <li>Local Development Companies</li> <li>Udaras na Gaeltachta</li> <li>Enterprise Ireland</li> <li>Intertrade Ireland</li> <li>Microfinance Ireland</li> <li>Western Development Commission</li> </ul>	<ul style="list-style-type: none"> <li>Work Placement Students</li> <li>Trainees/Apprentices</li> <li>Graduates from providers above</li> <li>Intreo</li> <li>Local Recruitment Agencies</li> </ul>	<ul style="list-style-type: none"> <li>ETB, Skillnets, TU &amp; University</li> <li>Local Enterprise Office (1-10 employees)</li> <li>Enterprise Ireland (High Potential Start-Ups)</li> </ul>
			Useful Websites
			<ul style="list-style-type: none"> <li>supportingsmes.gov.ie</li> <li>localenterprise.ie</li> </ul>

We have a full list of state-subsidised part-time, online or blended courses which are available to those currently in the workforce. If you'd like more information on the training options available to your company and team, reach out to Regional Skills West today for a free upskilling options consultation.




Email: [deniserocks@regionalskills.ie](mailto:deniserocks@regionalskills.ie)



An Roinn Breisoidreachais agus Ardoideachais, Taighde, Nualaitochta agus Eolaiochta  
Department of Further and Higher Education, Research, Innovation and Science

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## LIST OF COURSES FOR 2022

COURSE	PROVIDER	 BUSINESS  SALES PROFESSIONAL  NEW TO SALES  ENTREPRENEUR			
		✓	✗	✓	✗
<b>UNACCREDITED COURSES</b>					
SALES 101	Galway Executive Skillnet	✓	✗	✓	✓
VARIOUS SALES COURSES	Local Enterprise Office	✓	✗	✗	✓
TELEPHONE SALES TECHNIQUES	Possitive2Work Skillnet	✓	✗	✓	✓
DIPLOMA IN SALES MANAGEMENT	UCD	✓	✓	✗	✓
WEBINARS @ EILEARN.IE	Enterprise Ireland	✓	✓	✓	✓
SELLING SKILLS FOR RETAIL	Retail Ireland Skillnet	✓	✗	✓	✗
ADVANCED SELLING TECHNIQUES	Galway Executive Skillnet	✓	✓	✗	✓
SOLUTION SELLING	Galway Executive Skillnet	✓	✓	✗	✓
<b>QQI LEVELS 3-5 COURSES</b>					
RETAIL SELLING	Retail Ireland Skillnet	✓	✗	✓	✗
RETAIL SALES	Education and Training Boards	✓	✗	✓	✗
RETAIL SALES TECHNIQUES	GRETB	✓	✗	✓	✗
<b>QQI LEVEL 6 COURSES</b>					
SALES APPRENTICESHIP	MSLETB	✓	✗	✓	✗
SALES PROFESSIONAL ASSOCIATE	Education & Training Boards	✓	✗	✓	✗
SALES & MARKETING	GRETB	✓	✗	✓	✓
CONSULTATIVE SELLING	GRETB	✓	✓	✓	✓
<b>QQI LEVEL 7 COURSES</b>					
CERT. DIGITAL SALES TRANSFORMATION	Griffith College (Springboard)	✓	✗	✓	✗
<b>QQI LEVEL 8 COURSES</b>					
DIPLOMA IN INSIDE SALES	ITAG	✓	✓	✓	✓
CERT. SALES STRATEGY & TECHNIQUES	Munster Technological University	✓	✓	✓	✓
DEGREE IN DIGITAL MARKETING & SALES	Dun Laoghaire IADT	✓	✓	✓	✓
<b>QQI LEVEL 9 COURSES</b>					
M.Sc. PROFESSIONAL SELLING & SALES MANAGEMENT	NUI Galway	✓	✓	✗	✗