

Tata Institute of Social Sciences



School of Vocational Education

***Bachelor of Vocational Education
(Sales Management)***

SALES ACADEMY PVT. LTD.
HUB Partner





Benefits to the Employer :

1. Employer gives internship opportunity to students and has additional working hands on the job.
2. Employer can accredit the existing skills of staff that have the skills but do not have the formal certification/degree.
3. The legal status of the student remains an intern for the duration of the course.
4. Employer has the option to absorb some of the high performing students at the end of the course.
5. Employer can offer this as an opportunity for upward mobility to its junior/field staff.
6. Employer can extend this education scheme to its partner/dealer/distributor network.
7. Possible to impart standardized training to all employees across the country.
8. Some part of training can be customized to suit employer needs (like product /service training)
9. The stability of this workforce is high as they are undergoing education and thus leads to very low attrition.
10. The employer can sponsor the fees of the students as part of 'Corporate Social Responsibility'.

The University Model

The student enrolls with TISS and attends theory classes at the classroom infrastructure of the training partner. These theory classes could also be conducted at the organization's premises (office/sales office) in case it is inconvenient for students to travel to the training partner location.

The employer organization is called 'Skill Knowledge Provider (SKP)' and provides internship opportunity (on-the- job training) to the students of TISS. The SKP needs to sign an agreement with TISS for the same.

TISS shall conduct an external examination every semester and give marks/grades towards the award of the relevant diploma/degree.

Which organizations can benefit from this model?

Any organization with a large & distributed sales force would benefit a lot with this education model.

The organizations have the following options -

1. Enroll existing employees into the course
2. Enroll the existing temporary/flexible/contract workforce into the course.
3. Take fresh students from the market and offer them internship opportunity

Who pays the fees?

The fee is collected from the student as for any university course. However many students being from under-privileged background, the same could be borne by the employer (SKP).

As the students would be earning a stipend, the fees could also be shared by the SKP and the student.

The training fee is ₹2200 per month and is paid semester wise. An examination fee of ₹1500 is also charged per semester.

Academic Sessions

There are two academic sessions in a year, **Jan-Dec** and **July-June**.

How do I Apply?

Kindly write to/or call,

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