

BTS¹

Negotiation and Digitization of the Customer Relation

The mastery of the selling techniques



¹ BTS : a two-year post A-level degree

Negotiation and Digitization of the Customer Relation

A communication and conviction job

Your job

The graduated student of a BTS Negotiation and Digitization of the Customer Relation works as a commercial/sales person in a context of deep mutations of the commercial jobs.

His studies allow him/her to work in the commercial activity and in the kaleidoscope of the customer relation (face-to-face relation, distance relation or even e-relation).

The different job opportunities

- ✓ Sales person;
- ✓ Sale representative;
- ✓ Commercial;
- ✓ Commercial attaché;
- ✓ Consumer adviser;
- ✓ Telesales person;
- ✓ Tele prospector;
- ✓ Commercial manager;
- ✓ Team manager;
- ✓ E-commerce manager;
- ✓ Web commercial manager;
- ✓ Networks manager;
- ✓ Etc...

Companies to work for

Any commercial companies.

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The admission

Conditions :

Graduated with a A-level degree.

To register :

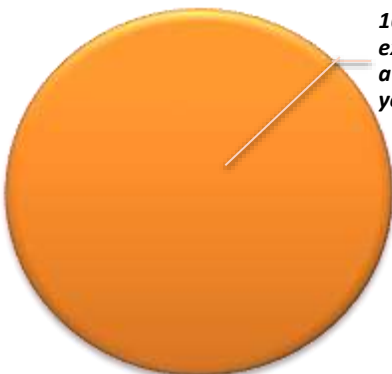
✓ For the French students, register on the website parcoursup.fr.

✓ For the foreign students, make an appointment with the deputy head of the school.

Scholarship :

Register before the end of May.

Work Experience



16-week work
experience
over the 2
years.

The Subjects

Subjects	Weekly hours	
	1 st year	2 nd year
French(culture, writing, reading)	2	2
English	3	3
Economics, Law and Management	5	5
Customer relation and negotiation and selling	6	6
Distance customer relation and digitization	5	5
Customer relation and networks animation	4	4
Professional workshop	4	4
Second foreign language (Spanish, German)- Optional	2	2

Post-BTS

- ✓ Vocational Degree; Economics Degree;
- ✓ University, Management School;
- ✓ Business School;

