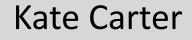
### Apprenticeships

# Apprenticeships iSales

#### Introduction



Head of Apprenticeship Training at iSales Academy

We are an independent training provider



### About iSales Academy

We are a Hertfordshire based, business focused specialist provider of Sales, Marketing and Technical Apprenticeships and bespoke training programmes.



We are proud to be on the government Register of Approved Apprenticeship Training Providers (RoATP).

## What is a training provider?

There are two main types of training organisations – further education colleges and independent training providers Training providers offer vocational training to over 16s. This covers a vast amount of provision!

Whatever you want to learn, or want your employees to learn, there is probably a training course for it, provided by a knowledgeable, accredited training provider. What makes them independent is the fact that they are not directly state-run, even though much of their work is funded and regulated by the ESFA and Ofsted.

### Our specialist programmes

- Apprenticeship standards
- L3 Team Leader
- L3 Business admin
- L3 IT/Technical Salesperson
- L4 Sales Executive
- L3 Digital Marketing
- L3 ICT Support technician

- Other training
- Mental health first aider training
- Skills Boot camp
- Multiply
- Management and leadership
- Human resources
- Sales training

### How are apprenticeships delivered?

- Online
- Virtual
- Classroom
- Workplace assessment
- Assignment based
- Mentoring

Each provider has a different approach

### A typical month as an apprentice with iSales Academy





### Destinations

Sales – account management, senior salesperson, technical pre-sales, business development manager, channel partner exec, account exec

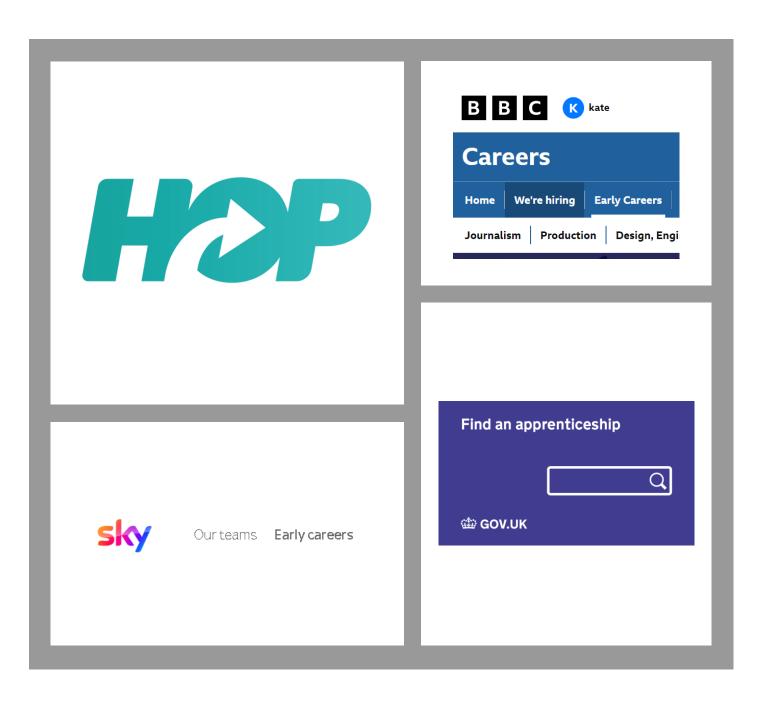
Team leader – management roles, company director, head of people and projects

ICT – technical support, network engineer, installation engineer, technical projects manager Digital marketing – social media manager, website developer, marketing executive



#### Apprenticeships

Name	Level	Equivalent educational level
Intermediate	2	5 GCSE passes at grade A*– C or 9 – 4
Advanced	3	2 A level passes/Level 3 Diploma/ International Baccalaureate
Higher	4, 5, 6 and 7	Foundation degree and above
Degree	6 and 7	Bachelor's or master's degree



### Where to find an apprenticeship

- Indeed and other recruitment websites
- Find an apprenticeship.gov.uk
- HOP Hertfordshire opportunities portal
- Direct with the company BBC, Sky, Ernst Young

### Types of apprenticeships

- There are 858 different apprenticeship standards
- To search the available standards
- <u>www.instituteforapprenticesh</u> <u>ips.org/apprenticeship-</u> <u>standards</u>

Agriculture, environmental and animal care
Business and administration
Care services
Catering and hospitality
Construction and the built environment
Creative and design
Digital
Education and childcare
Engineering and manufacturing
Hair and beauty
Health and science
Legal, finance and accounting
Protective services
Sales, marketing and procurement
Transport and logistics



### What is available now?



Search completed 24/01/2024 15 miles of WD3-<u>www.findapprenticeship.service.gov.uk</u>

417 current vacancies



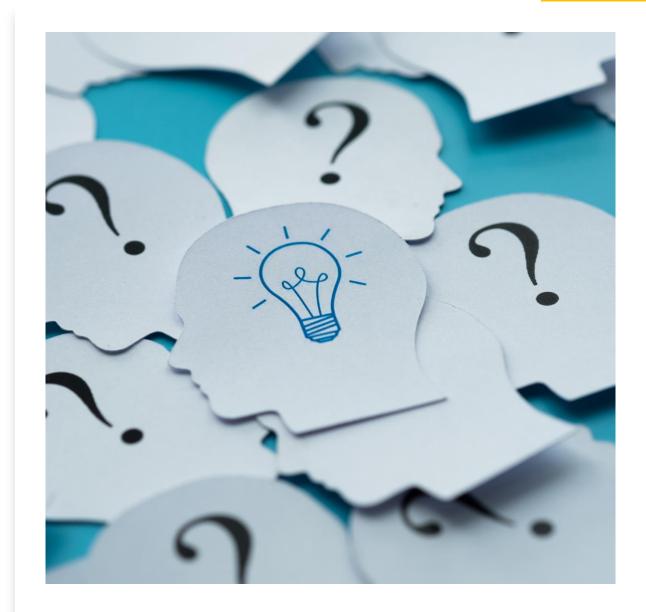
### Why employers like apprentices

- 49% of employers would prefer to see experience from a relevant apprenticeship or previous position on a candidate's CV
- 24% of employers would prefer a relevant degree
- 71% of employers prefer candidates who had demonstrated their skills in a practical setting because it showed they had a better understanding of the world of work



### Questions to ask yourself

- How do you like to learn?
- Does your dream job require a degree?
- Do you want to live away from home?
- Will you regret not going to University right now?
- Are there any companies near you with an Apprenticeship quota?
- Are you able to visit your friends at their Universities?
- Do you want to study for another 3 years?



### **APPRENTICESHIP MISCONCEPTIONS**

- "You're too smart to do an Apprenticeship"
- "I won't be highly qualified and will have to pay for education later in life"
- "Apprenticeships are for beauticians and plumbers"
- "The money is really bad"
- "Nobody will interview me if I haven't got a University Degree"

You can do Degree and Masters Level Apprenticeships

Many companies will pay for your qualification / education

Over 1,500 apprenticeship job roles in 170 industries

£23,000 average starting salary

71% of apprentices stay with the same employer

### Let's talk money

- Average salary of a graduate leaving university £24k
- Average salary for an apprentice (level 3 + in London) -<u>£16k</u> - <u>£20k</u>
- Once an apprenticeship is passed, the salary will increase depending on performance

#### Debt accumulated

- Apprenticeship <u>£0</u>
- University £45k you will have to pay it back!





### iSales ACADEMY





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