

## BAC PRO - Technicien Conseil Vente en alimentation

# FOOD SALES CONSULTING TECHNICIAN

This degree allows the interested person to acquire all professional and technical skills, especially in the organization and preparation of products as well as in the management of consumers or the environment.

The holder of this diploma acts as an adviser to the clientele on food, wine and spirits. It ensures, face to face or remotely, the advice, the sale and the loyalty of the customer, as well as the proper functioning of the sales areas (attractive shelf of the products, price labelling) and storage (rigorous merchandise management, IT inventory monitoring).

Its advice must be specific and adapted to the needs of the client. It enforces day-to-day trade regulations and health and safety standards. It is particularly careful to respect the deadlines for use and consumption.

He may have to intervene in departments other than his own or even carry out cash transactions.

- Duration of training: 3 years
- 30 weeks of school education with a student schedule of 28 hours per week
- European Qualifications Framework : level 4
- The training includes 18 weeks of internship

### Jobs prepared by the training / Sector of activity

Carrying out activities in retail stores in general or specialized food (cellar, delicatessen, confectionery,...), craft businesses (cheese dairy, butcher, bakery, ...), large and medium-sized surfaces and on the markets as a Chef/Deputy/Seller/Head of Fruit and Vegetables/Food Products/Fine Food/Wines and Spirits, Manager Food Department excluding fresh products/fresh products/food department



### Skills acquired during training

- C1- Communicating in a social and professional context by mobilizing cultural references
- C2- Communicating in a foreign language in everyday working situations
- C3- Develop your motor skills
- C4- Implement scientific and technical knowledge and know-how
- C5- Advise the client on food products and wines and spirits
- C6- Situating the company in its socio-professional environment
- C7- Communicating in a Work Situation
- C8- Organize your work according to the company's commercial policy
- C9- Implement food/wine and spirits sales techniques
- C10- Manage a food/wine and spirits shelf in compliance with regulations and safety
- C11- Implement professional practices related to food/wine and spirits sold with a view to durability
- C12- Adapting to specific professional issues