

## Bac pro - Technicien conseil vente en animalerie



### SALES SERVICE TECHNICIAN IN PET SHOPS

The holder of this baccalaureate pro works in a company or establishment specialized in the distribution of pets, food, animal products and accessories. Under the direction of a sector head, a manager or a store owner, he carries out or controls the execution of technical and administrative tasks related to the sale.

The holder of this diploma exercises a role of advice to the clientele in the matter of animals or animal products. 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. On a day-to-day basis, it applies trade, animal protection and health and safety regulations. He applies the sales policy of his company and is able to proceed with the collection.

- 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

Head of Animal Care Department, Department Manager,  
Sales Technician, Sales Assistant

#### 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 client on pet products
- 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 sales techniques in pet stores
- C10- Manage a range of pet products in compliance with regulations and safety
- C11- Implement professional practices related to pet products sold with a sustainability perspective
- C12- Adapting to specific professional issues