



# Sales and Business Development Certificate

Upskill and advance your career in sales and business development.











Accelerate business success



# Sales and Business Development Certificate

Upskill and advance your career in sales and business development. Learn to optimise the sales process, diversify revenue streams, and expand into new markets with business intelligence and growth strategies.

## Course format

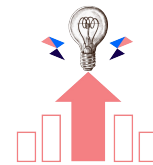
 18 - 20 h	 No prerequisites
 Self-paced	 Join as a team
 € 995	 5 Modules
 Certificate of Completion	 Blended
 Dutch & English	 Dutch & English

## Why Business Development?



### Stay Competitive in the job market

Unlock your future potential and job security by learning Business Development, a highly in-demand skill for 2025 according to [LinkedIn](#) reports.



### Increase your performance

Gain skills and knowledge that will support you in developing effective growth strategies improving profitability.

## Who is this course for?

- Professionals working in sales, business development, and marketing related roles who want to advance their careers and stay up-to-date with the latest industry trends and best practices.
- Entrepreneurs who want to start or grow their own businesses and learn effective strategies for success.
- Individuals and recent MBO graduates who are considering a career in sales or business development will benefit from our course by gaining practical skills and knowledge to support career development.

## What can you expect to learn?

- During this five module course, you will learn to effectively use product knowledge, audience targeting, and market research to better articulate a value proposition, which is essential for creating successful business opportunities and strategies.
- The skills required to define and optimise an end-to-end sales process, supporting the creation of a strong sales process aligned to meet business goals.
- Identify new business opportunities and develop effective growth strategies for diversifying the client base and revenue streams and entering new markets.

## Curriculum Overview

### Module 1 – The fundamentals of sales and business development

Learn how to differentiate your company from competitors. Identify the unique selling points of your companies products or service, informing a strong value proposition which resonates with their target audience.

### Module 2 – Optimise an end-to-end sales process

Cover the fundamentals of the sales process. Learning how to pitch effectively. You will gain confidence in negotiation which helps you close deals, as well as how to build long-term partnerships and effectively manage client relationships.

### Module 3 – Business intelligence and operational excellence

Utilise technology and data analytics to create a sales process aligned to business goals.

### Module 4 – Create a winning sales strategy

Develop a comprehensive sales strategy based on market research that aligns with the company's goals, mission, and values.

### Module 5 – Commercial growth and expansion

Learn strategies which support sustainable growth by diversifying your client base and revenue streams, and expanding into new markets.

## Industry Expert



### Auke Boersma

#### Growth & Expansion Leadership

Progressive, results driven and goal-oriented international Digital Media, Technology & Advertising Executive with 23 years of experience in various fields of the Industry across EMEA and APAC.

## Core Skills

Growth & expansion

Sales Process

Sales Strategy

Stakeholder Management & Relationship Building

Strategic Thinking

Pitching & Negotiation

## Testimonials



**Rik De Vitte**  
Growth Hacker



Attending a Growth Tribe course is like going on a learning roller coaster. Get ready to: learn new (in high demand) skills, get inspired, have fresh ideas popping into your head and meet new interesting people!



**Meagan Cedarbaum**  
Product Manager



Growth Tribe doesn't only deliver amazing content, learnings, coaches & trainers, but has designed an interactive, fun and seamless online learning experience.

# Your Investment

Choose what's right for you

## Key Features

### Professional Certificate

### Premium Membership

€995

One-time purchase.

€1495

Paid yearly.

Certificates (18-24 hours)

1

15+

Bonus Modules (2 hours)

✗

75+

Bi-weekly Microlearning

✗

✓

Downloadable Resources

✗

100+

35.000+ Community Access

✓

✓

'Ask An Expert'

✓

Priority

Personal Career Coaching

✗

3

Job Board

✓

✓

6x/Month Community Events

✓

✓

Masterclasses

✗

4

Exclusive Senior Leaders Community

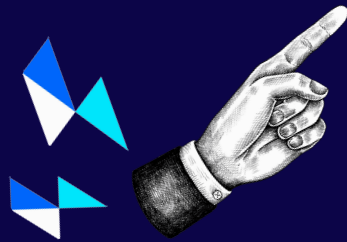
✗

✓



# Looking for more than just a Certificate?

Discover our **Membership**

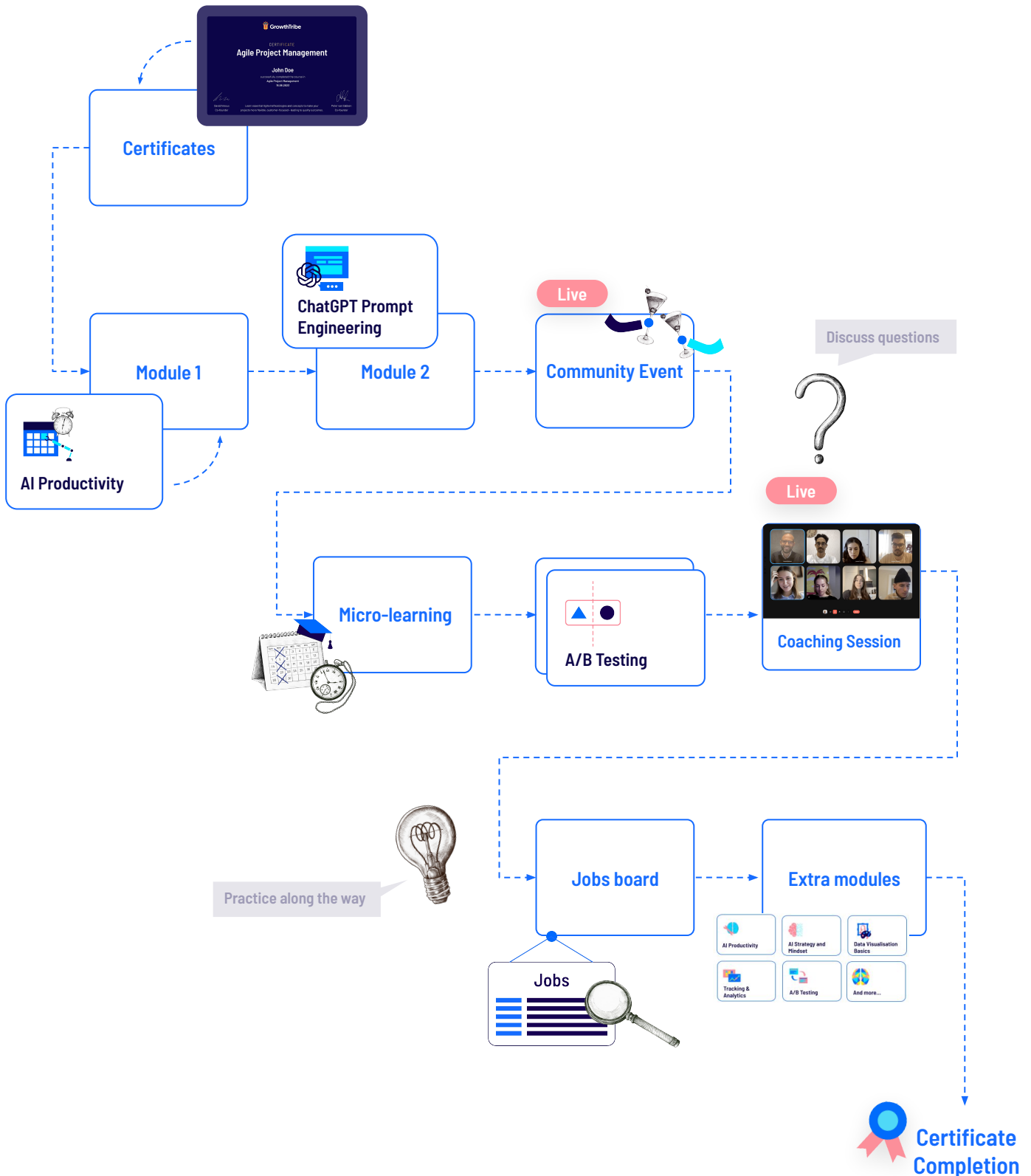


Keep reading to learn how it works and  
the features you'll enjoy.

# Access a world of opportunities!

## Flexible formats for impactful learning.

Embrace flexible learning in engaging formats that make it **fun and easy**. Explore content at your own pace and join live sessions for an enriched experience – all designed to boost your growth journey.



# Unlock all 15 internationally recognised certificates.

As a member, you gain access to our complete library of certificates in high-demand **digital skills**. Choose the ones that resonate with your goals, and even bundle them for a deeper skill set that sets you apart.

## Data & A.I.



**A.I. for Business**



**Business Analytics**

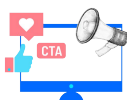


**Data Visualisation  
& Storytelling**

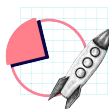


**Data Fundamentals**

## Growth & Marketing



**Digital Marketing**



**Growth Marketing**



**Conversion Rate  
Optimisation**



**Digital  
Communication**



**Sales & Business  
Development**

## Business & Innovation



**Digital Leadership**



**Project Management**



**Agile Project  
Management**



**Design Thinking**



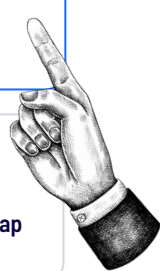
**Product  
Management**
































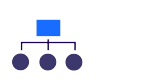
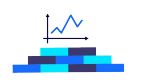





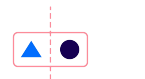
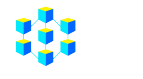


**Web3 Foundations**

# Boost your skills with speed and depth.

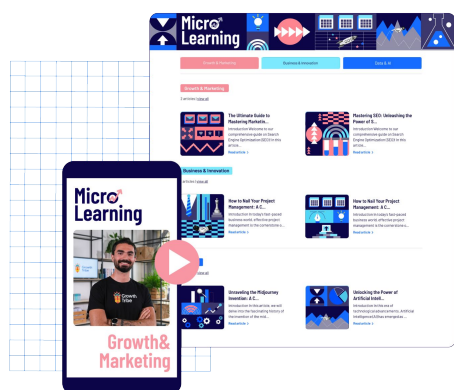
Elevate your certificate's value with our flexible **2-hour modules**. As a member, you have the option to take a swift route to skill development with any of our **75+ modules**. Dive into your areas of interest at your own pace with our modular library.



 <b>AI Productivity</b>	 <b>Product Management Concepts</b>	 <b>Data Visualisation Basics</b>	 <b>Growth Mindset and Experimentation</b>	 <b>AI Business Strategy</b>
 <b>Data Visualisation Methods</b>	 <b>Data-Informed Decision-Making</b>	 <b>Ideation Techniques</b>	 <b>Antifragile Leadership</b>	 <b>Product Roadmap Development</b>
 <b>Rapid Experimentation</b>	 <b>Creating a Sales Strategy</b>	 <b>Digital Marketing Fundamentals</b>	 <b>GenAI for Design</b>	 <b>Leading Project Execution</b>
 <b>Paid Media for Targeted Audience</b>	 <b>Blockchain Case Studies</b>	 <b>Data Presentation</b>	 <b>Building a Brand Identity</b>	 <b>Fundamentals of CRO</b>
 <b>Product Mission &amp; Vision</b>	 <b>Building a Data Culture</b>	 <b>Agile Frameworks &amp; Scrum Essentials</b>	 <b>Data-Driven Growth Marketing</b>	 <b>Landing Page Optimisation</b>
 <b>Content Marketing Strategy</b>	 <b>Product-Market Fit</b>	 <b>ChatGPT Prompt Engineering</b>	 <b>Project Planning and Documentation</b>	 <b>Lead Change Management</b>
 <b>Funnel Marketing</b>	 <b>Predictive Analytics for Business</b>	 <b>Descriptive Analytics</b>	 <b>Iterative Design</b>	 <b>Managing Data Projects</b>
 <b>Scaling Complex Projects</b>	 <b>Data-Informed Communications</b>	 <b>Design Thinking Fundamentals</b>	 <b>A/B Testing</b>	 <b>Web3, DeFi, The Metaverse, NFTs</b>

# Stay up-to-date with latest developments in your field and **apply learnings straight away.**

Unlock knowledge on the Go! Dive into **bite-sized** microlearning, **practical** frameworks, and valuable resources. Explore endless job opportunities as you elevate your learning journey anywhere, anytime, and fast-track your path to continuous growth.

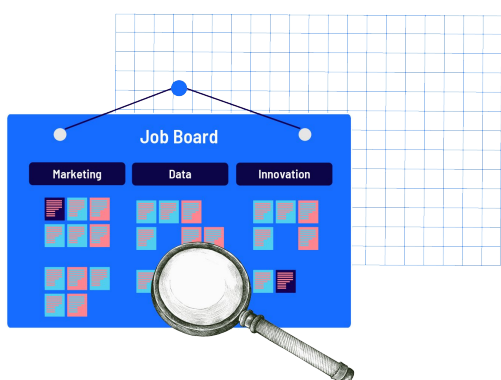
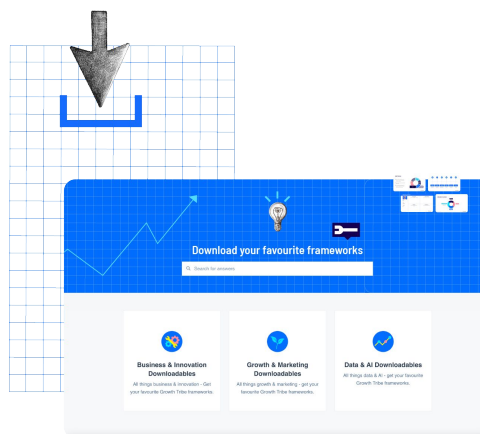


## 24 micro learnings for busy professionals.

Embrace **10-15 minutes** of effortless learning bi-weekly! Stay sharp and up-to-date in your field, no matter how busy you are.

## 100+ Downloadable resources for immediate impact.

**Hands-on** learning for instant application. Swift solutions for personal growth. Access a treasure trove of resources that enable you to effectively apply and integrate learnings from your certificate into real-world scenarios.



## 100+ job listings to take your career to new heights.

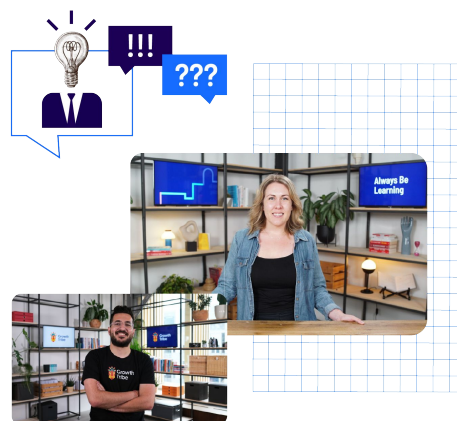
Ready to level up your career? Dive into a world of endless possibilities with our exclusive job board! Discover new job opportunities to take your career to new heights.

# Connect, collaborate, elevate.

## Get support from peers and experts in a dynamic community of 35.000+.

### Feeling stuck? Connect with industry experts anytime to get guidance.

Unlock priority access to ask an expert. Gain the advantage of receiving swift and insightful answers, ensuring your learning journey stays on the fast track to success.

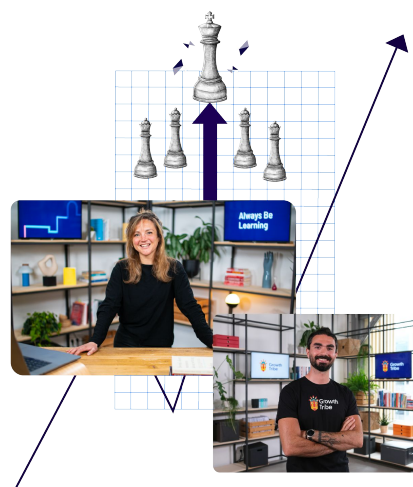


### Attend community events and build your network.

Join vibrant events for networking, learning, and growth. Unlock 4 masterclasses led by experts, delivering focused insights for accelerated progress.

### Navigate success with career coaching.

Access three 30-minute sessions with our dedicated coaches. Receive expert guidance tailored to your unique goals, empowering you to discover your own solutions, make informed choices, and conquer challenges.



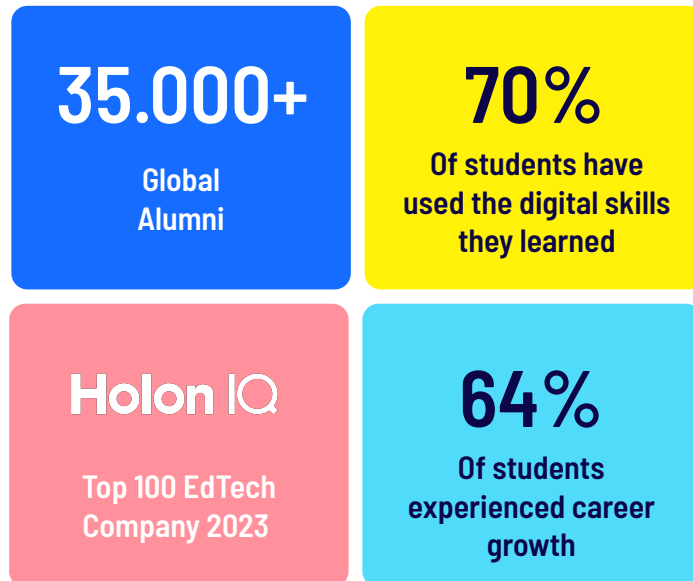


## About us

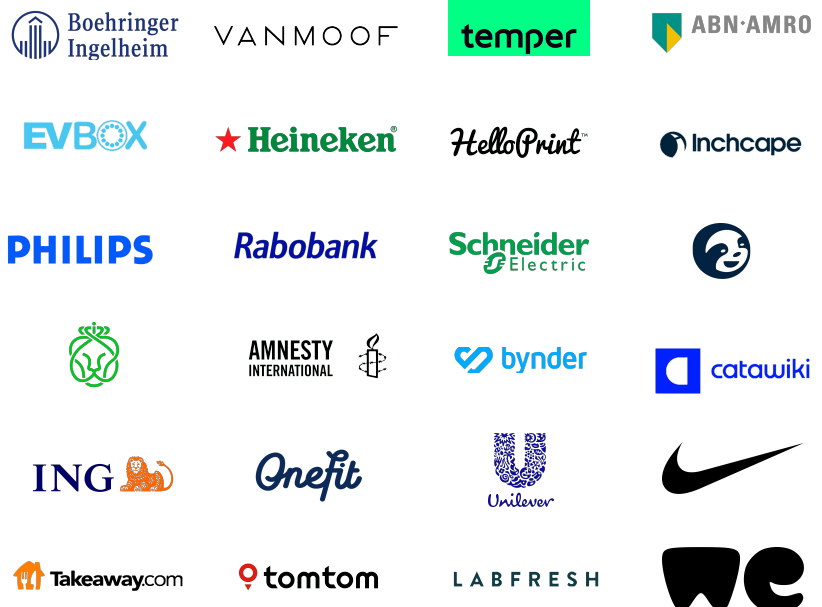
Discover a new path to success with Growth Tribe, your partner to upskilling in in-demand digital skills. We specialise in empowering individuals in the fields of Growth & Marketing, Data & AI, and Business & Innovation.

Our courses are designed to be practical, engaging, and fun, ensuring that learning is both rewarding and enjoyable. With a diverse range of learning formats, you have the flexibility to choose what suits you best.

## Growth Tribe in numbers



## Companies that trust us



## What do our customers say?



### Katie Hudson

Senior Product Operations Manager



If you want a course where you sit in front of a screen and listen to a PowerPoint, this is not the course for you. If you want a course that is actually engaging, practical and will let you use real examples, it's really helpful. The skills that I gained from the course definitely helped me in my interview process to the next step.

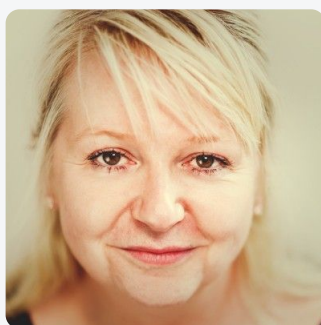


### Ashley Mclean

Product Designer

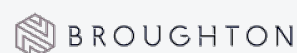


I liked how we were collaborating. That's what sets Growth Tribe apart from the course that I did with Coursera, which wasn't interactive. I'm a person who likes collaboration.

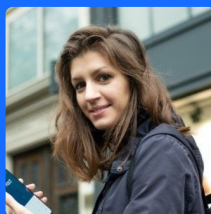


### Merran Wrigley

Group Marketing Director



As a brand and marketing professional, I found the course entry to approaching my work in a more data-driven and analytical way. I know I will start benefiting from this new knowledge from the first day back in the office. So the investment in terms of time and money will be immediate to both me and my company.



**Zsofia Lele**  
Co-founder &  
Growth Manager  
Pippadu

*"It exceeded all my expectations. I started it just after I got a new job as Product & Digital Marketer in a startup and the course gave me a huge boost. It was really practical, exactly what I needed and I could implement what I learned right away."*



**Theodor Andrei**  
Growth Marketer  
Marveltest

*"Growth Tribe challenges the status quo of universities / MBA programs / etc which have fallen behind in terms of teaching people skills for the data age. You learn far more in one of their 12-week classes than an entire top-tier 3-year degree."*



# Want to train more than 5 people?

Wanna know more?

Click [here](#) to learn more.