



ISSA Sales Executive Certification

Increase your company's bottom line by growing your sales team's **industry knowledge base** and **professionalism**. Sign your team up for ISSA's 5-course **Sales Executive Certification** program and make 2023 your best year yet. Whether your employees are new to the industry or have been working in field for multiple years, our program was created to work with sales people at all levels of expertise.

We've partnered with the top sales professionals in the industry to curate a program that teaches the best learning tools each salesperson needs to have in their arsenal.

TECHNICAL CLEANING TECHNIQUES



Certified Custodial Technician Course
Cleaning best practices and processes

ESSENTIAL LABOR GUIDANCE



Certified Workloading Specialist Course
How to staff using technology tools and equipment

INFECTIOUS DISEASE ESSENTIALS



GBAC Fundamentals Course
Fundamentals to infections disease control

CONSULTATIVE SELLING



Accredited Auditing Professional Course
How to perform a cleanliness assessment and data interpretation

INDUSTRY KNOWLEDGE



CIMS Expert Course
How cleaning organizations structure and operate their business

Contact CMI@issa.com to learn about the program and how you can save over \$800/pp for your team.

*All 5 courses must be completed in order to receive the certification designation. Participants have 12 months to complete the course work. Courses can also be taken a la carte. Brought to you by the ISSA Manufacturers Rep Council.