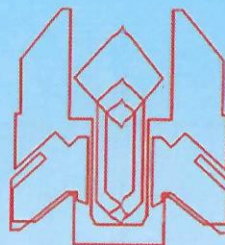


### HOW TO OBTAIN THE DIPLOMA

- 3 TESTS DURING THE YEAR (professional oral exams): conception and negotiation (24.5%); Customer development and management (12%), implementation of technical expertise (12%)
- 4 FINAL EXAMINATIONS: CEJM (economic, management and judicial culture) (12%); Tech sales activity management (18%); French - general studies and expression (12%); communication in a foreign language (6%)
- 1 ORAL EXAM : communication in a foreign language (6%)

## BTS CCST



Lycée du Noordover  
Grande-Synthe

# BTS CCST

A two-year diploma in  
technical advice and sales

### How to apply :



Please register your application on the internet on the Parcoursup website (<https://www.parcoursup.fr//>).

Applications will be selected according to the criteria listed on the Parcoursup website

### CONTACT DETAILS:

Lycée du Noordover - 24 av de Suwalki - BP 50189  
59792 GRANDE-SYNTHÉ Cedex France

Tél. : 00 33 (0)3 28 21 63 60

Fax : 00 33 (0)3 28 27 72 60

Mail : [bts.ccst.noordover@gmail.com](mailto:bts.ccst.noordover@gmail.com)  
[ce.0595616j@ac-lille.fr](mailto:ce.0595616j@ac-lille.fr)



### TAKE ACTION AND START SELLING

Graduates advise and sell solutions (products and associated services) which require the joint use of technological and sale skills

### Where our students come from:

- Vocational high schools (business and industrial sections)
- Technological high schools
- General high schools
- University
- Gap year (...)



A 16-week internship with a company:

A partner company during the two-year course  
 To discover sales, customer relationship and setting up projects.  
 To develop tech sales expertise

The course's assets

- Versatile, flexible students who are quickly ready for professional activity
- Acquiring technical culture
- A high success rate
- Skill sharing (students who come from various horizons)
- Competitions
- Workshops about self-awareness, business creation, job interview simulations...



After graduation:

A tech salesperson is a negotiator and seller who is able to advise professional and individual customers.

The graduate will work in positions of responsibility as a:

- Salesperson
- Tech salesperson
- Customer advisor
- Sales representative
- Account manager
- Sales manager

They can also choose:

- To continue in further education (professional degree, business school)
- To start their own business



'Forum Parcours BTS' Student fair – La Halle aux Sucres, Dunkirk



Onboarding day

Aerial view of the school building