

Accreditation Number: 07-QCTO/SDP070926110733

Head of Institution
Organisation Unique ID: 2017/286086/07
Accreditation Unique ID: SDP070926110733
Business Optimization Training Institute (Pty) Ltd
Contact Number: 0118828853; 0726304789
97 Greenlands Crescent, Sunningdale
Johannesburg
Gauteng
2192

E-mail: hayley.gillman@boti.co.za kristen.bekaardt@boti.co.za

Dear Sir/Madam Hayley Nadia Gillman,

Accreditation of Business Optimization Training Institute (Pty) Ltd Trading as Business Optimization Training Institute as a Skills Development Provider (SDP)

The subject above refers:

The Quality Council for Trades and Occupations (QCTO) has set [policies](#) to accredit Skills Development Providers (SDPs). This ensures that education and training in occupations and trades offered in the country are credible and valid. This is in accordance with the [Skills Development Act \(SDA\), \(Act No 97 of 1998\)](#) Chapter 6C as well as the [Continuing Education and Training Act 16 of 2006](#).

The QCTO, after receiving your application, conducted a site inspection of the above institution premises, and we hereby Accredit **Business Optimization Training Institute** to offer the following qualifications/programmes at the above accredited physical address for a period of 5 Years starting from 2026-08-27T00:00Z to the 2031-08-26T22:00Z, or until the expiry of the qualification or de-accreditation whichever comes first.

Qualification / Programme Title	NQF Level	ID or OFO Code	Minimum Credits
National Occupational Certificate: Sales Representative	NQF Level 04	121792	155

Yours sincerely



Mr Emmanuel R Mbuwe
Chief Director: OQA

Date: 2026-08-27T00:00Z

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Annexure A:**Accreditation Number: 07-QCTO/SDP070926110733****Business Optimization Training Institute is hereby Accredited to offer the following qualifications / Programmes at the accreditation address given below:**

Qualification / Programme Title	NQF Level	ID or OFO Code	Minimum Credits
National Occupational Certificate: Sales Representative	NQF Level 04	121792	155

Accredited Address:Business Optimization Training Institute (Pty) Ltd
Organisation Unique ID: 2017/286086/07
97 Greenlands Crescent, Sunningdale
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An application to effect any change of address or location that warrants movement of the current domicile to another should be forwarded to the QCTO before moving. Training learners after relocating to new premises without the revised accreditation letter is against [QCTO policy](#), and learner training and results will not be considered for the qualification in such a case.

Your institution should submit learner information data quarterly to the QCTO per the load specifications provided by the QCTO. Ensure you reference the accreditation number when submitting your electronic data files to the QCTO during your data load cycles. The accreditation will be revoked if there is no learners uptake within the first two years of accreditation.

The QCTO quality assurance department will occasionally send forms and documents that need to be filled out and complied with, as per the [QCTO policies](#). Ensure that your institution complies with all requirements. Quality Assurance representatives from the QCTO, SETA's or QCTO Quality Partners (QP) may occasionally visit the institution without any prior notice and conduct quality assurance audits. Ensure that you comply with the [National Qualification Framework Amendment Act 12 of 2019](#), with a specific focus on section 32B, amongst others.

Qualification documents, supporting curriculum documents, and [policies](#) can be found at: <https://www.qcto.org.za/> and <https://www.saqa.org.za/>.

You are not allowed to issue any certificates. Should you be found issuing certificates, your accreditation will be revoked.

Period of Accreditation: 5 Years, or until the expiry of the qualification or de-accreditation, whichever comes first.**Accreditation Start Date: 2026-08-27T00:00Z****Accreditation End Date: 2031-08-26T22:00Z**

Yours sincerely

**Mr Emmanuel R Mbuwe****Chief Director: OQA**

Date: 2026-08-27T00:00Z

Accreditation Number: 07-QCTO/SDP070926110733