

## Certificate IV Business Sales - BSB40607

### Course Description

This qualification reflects the role of individuals who use well-developed business sales skills and a broad knowledge base in a wide variety of business sales context. They apply solutions to a defined range of unpredictable problems, and analyse and evaluate information from a variety of sources. They may provide leadership and guidance to others however they typically report to a more senior business sales practitioner.

### Subjects

A total of 10 units are required to complete this qualification.

<p><u>OHS</u> BSBOHS407A Monitor a safe workplace</p> <p><u>Product Skills and Advice</u> BSBPRO401A Develop product knowledge</p> <p><u>Relationship management</u> BSBREL402A Build client relationships and business networks</p> <p><u>Sales</u> BSBSLS402A Identify sales prospects BSBSLS403A Present a sales solution BSBSLS404A Secure prospect commitment BSBSLS405A Support post-sale activities BSBSLS406A Self-manage sales performance</p> <p><u>Customer Service</u> BSBCUS401A Coordinate Implementation of Customer Service Strategies BSBCUS402A Address customer needs</p>	
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### Entry Requirements

There are no pre-requisites for this qualification.

### Career Opportunities

- Sales Account Assistant
- Sales Agent
- Sales Representative.

### Further Education Opportunities

Participants who have completed their Certificate IV in Business Sales can move forward to a Diploma of Business.

### The Next Step

To enrol in this course or for further information contact Enrich Training on (07) 3162 9500 or email [info@enrichtraining.com.au](mailto:info@enrichtraining.com.au)

