

Certificate IV Business Sales - BSB40610

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. Further electives available upon request.

Product Skills and Advice

BSBPRO401A Develop product knowledge

Marketing

BSBMKG401B Profile the market

BSBMKG408B Conduct market research

BSBRES401A Analyse and present research information

Sales

BSBSLS407A Identify and plan sales prospects

BSBCUS402B Address customer needs

BSBMKG413A Promote products and services

BSBSLS408A Present, secure and support sales solutions

BSBREL402A Build client relationships and business networks

OHS

BSBOHS407A Monitor a safe workplace

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) 3315 6311 or email info@enrichtraining.com.au