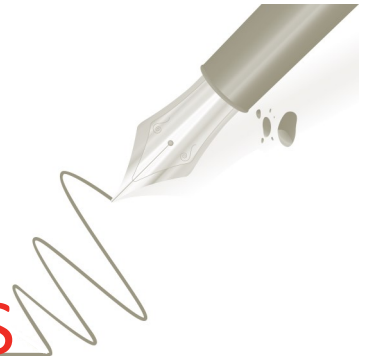




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CERTIFICATE IV IN BUSINESS SALES BSB40610

ABOUT THE QUALIFICATION

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 contexts. 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 and have limited responsibility for the output of others, however they typically report to a more senior business sales practitioner.

QUALIFICATION PATHWAYS

Preferred pathways for candidates considering this qualification include BSB30112 Certificate III in Business or other relevant qualification or candidates with vocational experience in assisting sales team leaders, supervisors or managers to conduct sales activities but without a formal sales qualification.

Pathways from the qualification include BSB51207 Diploma of Marketing, or a range of other Diploma qualifications.

COURSE CONTENT

For this qualification you are required to complete four (4) core units of competency, plus six (6) units of electives

In all cases, selection of electives must be guided by job outcome sought, local industry requirements and the characteristics of this qualification.

We will be happy to sit and discuss these options with you prior to you enrolling in your course.

COURSE DURATION

Each person undertaking this qualification brings their own education and skill levels to the table, impacting on the overall time taken to complete their course.

With the on-line web-based learning facilities and trainer support, all International Institute of Excellence students have the capacity to complete their training in real-time yet at a pace that is reflective of their learning requirements.



NATIONALLY RECOGNISED
TRAINING





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CERTIFICATE IV IN BUSINESS SALES **BSB40610**

4 CORE UNITS OF COMPETENCY

- ⇒ Develop product knowledge
- ⇒ Build client relationships and business networks
- ⇒ Identify and plan sales prospects
- ⇒ Present, secure and support sales solutions

6 CORE UNITS OF COMPETENCY

FROM THE CATEGORIES BELOW

- ⇒ Customer service
- ⇒ Financial administration
- ⇒ General administration
- ⇒ International business
- ⇒ Interpersonal communication
- ⇒ IT use
- ⇒ Marketing
- ⇒ Work health and safety
- ⇒ Relationship management
- ⇒ Research
- ⇒ Sales
- ⇒ Sustainability
- ⇒ Workplace effectiveness

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