



Rochdale Institute

Certificate III in Wholesale

SIR30307

Description

Certificate III in Wholesale aims to develop the knowledge and skills required to build new business and maintain existing customers.

Suitable for

This course is ideal to those responsible for selling to customers of the business, including sales targets, taking orders and providing information to customers. They may hold responsibility for a particular sales 'territory' or group of customers.

Qualification & Skills

On completion, participants will be awarded the Certificate III in Wholesale. Participants will improve skills in communication, sales, business development, and information processing.

Course Duration

Completion times may vary from 12 – 24 months.

Delivery

Customised learning material to suit organisation needs
Workplace based onsite training

Costs

Government funding available, eligibility criteria applies

Further study options

Participants may decide to continue study in this field, leading to Certificate IV in Business Sales or an Australian Apprenticeship

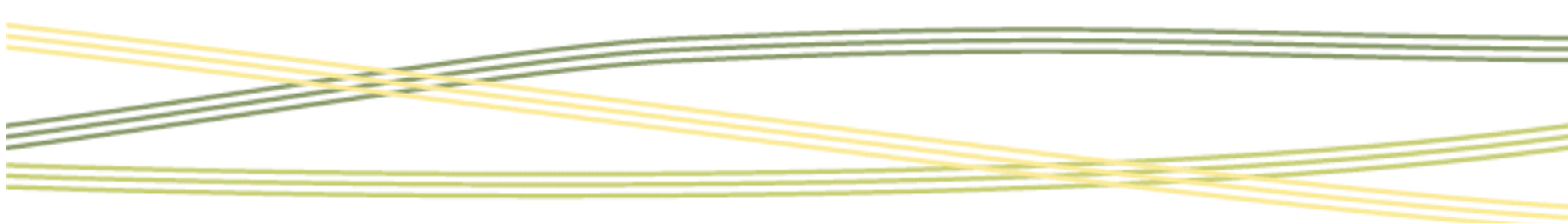
Assessment

Assessment may include class activities, assignments, and group work. Assessment in theory and practical components of the course will ensure required level of competency achievement.

All enquires to the Customer Service Centre on:

Email: info@rochdaleinstitute.com.au

Telephone: 1300 889 846



Units of Study

Ten (10) Competencies must be achieved consisting of:

Core Units (3 required)

SIRWSLS003A	Optimise customer and territory coverage
SIRXCCS006A	Maintain business to business relationships
SIRXSLS004A	Build relationships with customers

Elective Units (7 required)

ICTCC320A	Use multiple information systems
ICTCC341A	Provide sales solutions to customers
SIRWINV002A	Administer supply into a business
SIRXMER002A	Coordinate merchandise presentation
SIRXMGT002A	Maintain employee relations
SIRWSLS002A	Build sales relationships
BCBCMM401A	Make a presentation
SIRWSLS005A	Analyse and achieve sales targets
SIRXCCS003A	Coordinate interaction with customers
BSBWOR404A	Develop Work Priorities

