



Rochdale Institute

Certificate IV in Business Sales

BSB40607

Description

Certificate IV in Business Sales 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 increasing an organisation's products and/or services sales. For example: sales representative or consultants, and accounts managers.

Qualification & Skills

On completion, participants will be awarded the Certificate IV in Business Sales. Participants will have the necessary skills to gain skills in developing client relationships and business networks, identifying sales prospects, and manage sales performance.

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, advancing to a diploma level qualification

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 Unit

BSBOHS407A Monitor a Safe Workplace

Elective units

BSBPRO401A Develop product knowledge

BSBREL402A Build client relationships and business networks

BSBSLS402A Identify sales prospects

BSBSLS403A Present a sales solution

BSBSLS404A Secure prospect commitment

BSBSLS405A Support post sale activities

BSBSLS406A Self manage sales performance

BCBCMM401A Make a presentation

BSBREL401A Establish networks

