



Certificate IV in Business Sales

Qualification Description

Certificate IV in Business Sales is designed for sales leaders and managers to enhance their sales skills through improved relationship management, prioritisation, planning, product skills & advice to make the business more effective and profitable.

Award

Certificate IV in Business Sales BSB40607. Outsource Services provides nationally recognised qualifications through high quality, flexible, customised training that will have a positive impact on your career and business.

Our Trainers

Outsource Services will provide experienced training staff that inspire you to achieve great things. All our trainers are approved under the Australian Quality Training Framework and are experienced sales professionals as well as trainers!

Delivery

We offer flexible training delivery either face to face, self paced or in blended delivery modes. We will tailor the delivery to meet your needs.

Prior learning and current competency will be taken into consideration for all participants.

Course Duration

This course is a competency based training program and as such the duration of the course is to be determined on individual levels of current competence and RPL. However, expect to take around a month per module for most of our courses

Entry Requirements

No entry requirements apply to this qualification

Career Opportunities

This program is aimed at developing the skills for your career as a sales professional in a Sales Management role.

Applicable occupations are:

Sales Account Assistant

Sales Agent

Sales Representative

All industry sectors

Investment

Please call us on 1300 136 904 and one of our friendly Consultants will help you to determine the best learning option for you.

All of Outsource Services programs form learning pathways to high level study and University entrance and credits.

FOR FURTHER INFORMATION

Visit our website at

www.outsourcedservices.com.au

or call us on 1300 136 904





BSB40607 Certificate IV in Business Sales

Requiring 10 units for Qualification

- **Consisting of 1 core units & 9 elective units** from the lists below
- At least 5 of the elective units must be selected from the sales units list below.
- At least 3 of the elective units must be selected from the remaining sales units or the elective units listed below.
- The 1 other unit may be selected from the remaining electives below or the BSB07 Business Services Training Package or any other currently endorsed national training package.

Core unit:

BSBOHS407A Monitor a safe workplace.....

- **Select at least 5 units from the following list of Sales 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.....

- **Select at least 3 of the elective units.**

BSBCUS401A Coordinate implementation of customer service strategies.....

BSBCUS402A Address customer needs.....

BSBFIA402A Report on financial activity.....

BSBADM405B Organise meetings

BSBADM406B Organise business travel

BSBADM409A Coordinate business resources

BSBINT401B Research international business opportunities.....

BSBCMM401A Make a presentation

BSBITU301A Create and use databases

BSBITU402A Develop and use complex spreadsheets.....

BSBMKG401B Profile the market.....

BSBMKG415A Research international markets.....

BSBMKG402B Analyse consumer behaviour for specific markets.....





Outsource Services Pty Ltd

Your training and development specialists!

Leadership Training • Sales and Marketing Training • IT Training • Retail Training • Training and Assessment • Frontline Management • Business Management • Project Management • Environmental Management

- BSBMKG408B Conduct market research
- BSBMKG413A Promote products and services
- BSBMKG414 Undertake marketing activities
- BSBMKG416A Market goods and services internationally
- BSBREL401A Establish networks
- BSBREL403A Implement international client relationship strategies
- BSBRES401A Analyse and present research information
- BSBSLS501A Develop a sales plan
- BSBSLS502A Lead and manage a sales team
- BSBWOR401A Establish effective workplace relationships
- BSBWOR402A Promote team effectiveness
- FNSICSAM402A Implement a sales plan

