

BSB40615 Certificate IV in Business Sales

An organisations sales team is the engine room of a successful business in today's competitive environment.

This qualification has been developed to provide participants with critical sales management skills and knowledge that is required to effectively lead, develop and support a sales team in order to achieve business goals and sales targets. The Certificate IV in Business Sales provides both existing and aspiring sales managers with the necessary sales tools and knowledge that will allow them to analyse both prospective and existing customer information that will subsequently generate increased sales revenue, profitability and customer service levels to achieve ongoing repeat business and customer advocates. By taking a practical approach to increasing sales management capabilities, this qualification is designed to provide emerging sales leaders and managers with up to date skills and knowledge that will make them twice as effective in their current job role.

TABMA Trainer's are Industry Experts!

What you will learn...

Some of the program content in this qualification includes:

- * Lead and manage a sales team
- * Manage People performance
- * Build client relationships & business networks
- * Make a presentation
- * Present, secure and support sales solutions
- * Analyse and present research information
- * Manage people performance
- * Profile the market
- * Identify & plan sales prospects
- * Develop a sales plan

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"TABMA Trainings's ability to develop and structure specifically tailored solutions for both metropolitan and regional sites shows their deep understanding of our business and its needs."

David Murtagh, HR Director Hyne Timber

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Call 1300 693 483

STS NSW GOVERNMENT FUNDING IS AVAILABLE

FOR EXISTING WORKERS WITHOUT AN EQUIVALENT (OR ABOVE) QUALIFICATION



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