



# SIR30316 Certificate III in Business to Business Sales

## Qualification Description

This qualification reflects the role of individuals who sell products to other businesses and build strong business relationships. These individuals possess a range of well-developed skills where discretion and judgement is required. They may provide support within a team.

## Entry Requirements

There are no entry requirements for this qualification.

## Language, Literacy and Numeracy

All applicants are required to complete a Language, literacy and numeracy assessment prior to enrolling and will require sufficient language, literacy and numeracy skills to be able to complete the assessment. This program requires sound communication and interpersonal skills, the capacity to read and interpret written instructions and the ability to analyse and write reports in context to the job role.

## Licensing/Regulatory Information

No licensing, legislative or certification requirements apply to this qualification at the time of publication.

## Employment Pathways

This qualification provides a pathway to work in businesses that supply products or services to other businesses such as wholesalers.

Individuals with this qualification are able to perform roles such as business to business sales officer, sales representative and customer service officer.

## Education Pathways

BSB40615 Certificate IV in Business Sales

## Packaging Rules:

Total number of units = 10

5 core units

5 elective units

### Core units

SIRWSLS004	Optimise customer and territory coverage
SIRXCEG003	Build customer relationships and loyalty
SIRXCEG005	Maintain business to business to business relationships
SIRXIND001	Work effectively in a service environment
SIRXWHS002	Contribute to workplace health and safety

### Elective Units

SIRXCEG001	Engage the customer
SIRXCEG002	Assist with customer difficulties
SIRXCOM002	Work effectively in a team
BSBCUE304	Provide sales solutions to customers
SIRWSLS002	Analyse and achieve sales target
SIRXSLS001	Sell to the retail customer

### Location\*

This course is delivered offsite at a venue negotiated with the client.

### Duration\*

12 months – 18 months.

### Mode of delivery

All courses offered by TABMA Training are delivered to meet student needs in a similar format with either face to face tuition and/or mentoring support. Some programs have a class based training schedule to assist students with more comprehensive subjects and assessments.

Students are expected to attend all classes and successfully complete all tasks and activities during the course. There are also activities to be completed outside of the workshops. These activities are aimed at allowing the learners to apply the course content in their own workplace environment.

## Assessment type:

The assessments are competency based and use an open book approach book comprising both theoretical and practical exercises. These assessments typically include written questions; case studies/scenarios; individual assessment, and practical tasks in a simulated workplace environment.

## Recognition of Prior Learning / Credit Transfers:

### Recognition of Prior Learning

Students may be eligible to apply for recognition of their chosen qualification by providing evidence of their previous training, employment experience or other life skills that meet qualification requirements. Successful applications may result in a reduced training time.

### Credit Transfer

Students may be eligible to apply for credit transfer. This is where you can provide evidence of previous studies where there is equivalence to the units of competency within the course. (Please refer to student handbook).

## Costs

State Funding:

NSW Smart and Skilled - [this training is subsidised by the NSW Government.](https://smartandskilled.nsw.gov.au/for-students)

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NSW: \$4820 per full qualification or \$482 per unit. (Student Fee: \$1000)

Fee for Service: \$4850

## Contact us:

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*\* Duration and location are subject to negotiation between client and TABMA Training*