



BSB40615 Certificate IV in Business Sales

Qualification Description

This qualification is suitable for individuals with well-developed sales across a range of business sales contexts. They may problem-solve, provide leadership to others and analyse a range of information. Typically, people in this role would report to more senior business sales practitioner.

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

Individuals undertaking this qualification may aspire to state based or national sales roles at the manager or operations level.

Education Pathways

BSB51918 Diploma of leadership and management.

Packaging Rules:

Total number of units = 10

4 core unit plus

6 elective units

Core Units

BSBPRO401	Develop product knowledge
BSBREL402	Build client relationships and business networks
BSBSLS407	Identify and plan sales prospects
BSBSLS408	Present, secure and support sales solutions

Elective Units

BSBCUS401	Coordinate implementation of customer service strategies
BSBCMM401	Make a presentation
BSBMKG401	Profile the market
BSBMKG414	Undertake marketing activities
BSBRES401	Analyse and present research information
BSBSLS501	Develop a sales plan

Location*

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

Duration*

12 - 18 months in an actual workplace environment.

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.

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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

Funding:

NSW Smart and Skilled - this training is subsidised by the NSW Government.

<https://smartandskilled.nsw.gov.au/for-students>

\$5510 per full qualification (Student Fee: \$1580) for existing workers.

Fee for service is \$5250.

Contact us:

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