



- FACT SHEET - Automotive Industry BSB 40607 Certificate IV in Business Sales



Course Includes:

- Training by Government accredited, highly qualified automotive trainers
- All module assessments
- E-book monthly on topic to assist your career
- Set of 12 CD's to assist you in course/career delivered during program
- Flexibility of delivery mode
- Comprehensive workbooks with additional information to assist you in your career in the automotive industry



NATIONALLY RECOGNISED
TRAINING

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**The training you need to
excel in Business Sales.**

This qualification reflects the role of individuals who use well-developed business sales skills and a broad knowledge based in a wide variety of business sales contexts. They apply solutions to a defined range of unpredictable problems, and analyse and evaluate information from a variety of sources. They may provide leadership and guidance to others and have limited responsibility for the output of others, however they typically report to a more senior business sales practitioner.

Content

The course is nationally accredited and recognised. It consists of a set of competencies that high performing frontline parts and service team members should possess.

These competencies relate to:

- Selling skills/sales
- Communication
- Team effectiveness
- Relationship management
- Workplace effectiveness
- Continuous improvement

Purpose

The purpose of the training program is to develop the skills and knowledge of your frontline service/parts teams.



Program Benefits

- Improved presentation skills
- Increased communication skills
- Ability to manage/monitor sales performance
- Support post sales activities
- Present for maximum effectiveness
- OHS compliance
- Continuous improvement

Units/Modules covered

- BSBOHS407A Monitor a safe workplace
- BSBPRO401A Develop product knowledge
- BSBREL402A Build client relationships and business networks
- BSBCUS402A Address customer needs
- BSBSLS402A Identify sales prospects
- BSBSLS403A Present a sales solution
- BSBSLS404A Secure prospect commitment
- BSBSLS405A Support post sales activities
- BSBSLS406A Self manage sales performance
- BSBMGT403A Implement continuous improvement

Prerequisites

Participants must be over 18 years old.

Delivery Methods

This course is able to be completed via face to face learning or at your own pace via distance learning. Study wherever, whenever you want.

Assessment

Assessment is comprised of written tasks, practical demonstrations and 3rd party observations. Candidates will be given assessment tasks to complete during the course.

Recognition of Prior Learning (RPL) and Mutual Recognition
Recognition of Prior Learning is given as well as competencies gained through other formal study.