



## - FACT SHEET -

# SIR 30307 Certificate III in Wholesale (Sales Stream)

### Course Includes:

- Training by Government accredited, highly qualified 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 studies

This qualification provides the skills and knowledge for an individual to be competent in wholesale sales operations with the need to apply discretion and judgement. Work would be undertaken in various wholesale settings, such as trade, building, travel, furniture, parts and equipment suppliers. Individuals may have some responsibility for others and provide or hold specific coordination or support responsibilities within a team.

### Content

The course is nationally accredited and recognised. It consists of a set of competencies that high performing team members in the sales industry should possess.

These competencies relate to the areas of:

- Sales skills
- Communication skills
- Team effectiveness
- Personal effectiveness
- Continuous improvement
- Customer service
- Developing work priorities
- Effective workplace relationships
- Relationship building
- Workplace safety.

### Purpose

The purpose of the training program is to develop the skills and knowledge of sales team members.

### Program Benefits

- Improved productivity
- Increased people skills
- Development of sales competencies
- Increased awareness of continuous improvement and customer service
- Improved facilitation of teams and individuals

### Units/Modules covered

- SIRWSLS003A Optimise customer and territory coverage
- SIRXCCS006A Maintain business to business relationships
- SIRXSL004A Build relationships with customers
- BSBOHS407A Monitor a safe workplace
- BSBREL401A Establish business networks
- SIRWSLS005A Analyse and achieve sales targets
- SIRXCCS003A Coordinate interaction with customers
- SIRXMGT002A Maintain employee relations
- SIRWSLS006A Build sales of branded products
- BSBCCO304A Provide sales solutions to customers
- BSBLS404A Secure prospect commitment
- BSBLS406A Self manage sales performance

### 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 3<sup>rd</sup> 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.



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**The training you need to excel in the Wholesale Sales Industry.**



### Prerequisites

Participants must be over 18 years old.