

BUSINESS SALES CERTIFICATE IV



PROGRAM OUTCOMES:

Sales / Customer Service

- Promote products and services
- Make a presentation
- Build client relationships

Business / Management

- Develop work priorities
- Promote team effectiveness

Marketing

- Identify sales prospects
- Forecast market needs
- Schedule advertisements

This qualification reflects the role of individuals who use well-developed business sales skills and a broad knowledge base 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.

YOUR BUSINESS WILL GAIN:

- Cost neutral training
 - > Federal funding can mean that the only cost is your time
- Up skilling your team and having a qualified workforce
- More engagement from your staff
- Improved business environment for your people
- Improved and measurable business outcomes
- Increase enthusiasm and different way of looking at sales
- More empowered sales people who will develop differing ideas
- Increase of potential sales opportunities

YOUR TEAM WILL GAIN:

- A nationally recognised qualification in Business Sales
- Improved understanding of sales techniques
- Improved closing of sales and potential pipeline
- Better skills to facilitate continuous improvement in the workplace and team work in the organisation
- Opportunity to realise their full potential and take their role to the next level