

Certificate IV in Business (Sales) (BSB40610)

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.

Job roles and titles vary across different industry sectors. Possible job titles relevant to this qualification include:

- Sales Account Assistant
- Sales Agent
- Sales Representative.



TRAINING & DEVELOPMENT
AUSTRALIA

The following units must be successfully completed to attain the Qualification

BSBPRO401A	Develop product knowledge (Core)
BSBRE402A	Build client relationships and business networks (Core)
BSBSLS407A	Identify and plan sales prospects (Core)
BSBSLS408A	Present, secure and support sales solutions (Core)
BSBCUS402A	Address customer needs (Elective)
BSBCMM401A	Make a presentation (Elective)
BSBMKG413A	Promote products and services (Elective)
BSBMKG414B	Undertake marketing activities (Elective)
BSBSLS501A	Develop a sales plan (Elective)
FNSICSAM402B	Implement a sales plan (Elective)

Australian
Qualifications
Framework



NATIONALLY RECOGNISED
TRAINING

There are certain prerequisites that must be completed prior to commencement into this qualification. Please refer to the course information guide.

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