



Flexible Training Solutions



BSB40615 Certificate IV in Business Sales



Duration:

This program is typically delivered over 12-24 months.



Projects:

We believe to get the most out of a program, training should be applicable to a trainees job role. Projects directly impact and relate to your business.



Workplace mentors:

a workplace mentor will be assigned from within your business. This ensures that knowledge and skills are reinforced throughout the program.



BSB40615 Certificate IV in Business Sales

Overview:

This qualification reflects the role of individuals working across a range of business sales contexts. They have well-developed sales skills and typically report to a more senior business sales leader.

Individuals at this level are able to build client relationships and business networks, have knowledge of the products or services offered by their organisation, and are capable of presenting, securing and supporting sales solutions to customers or their team. Duties may include conducting market research, developing and implementing sales plans, and general administrative tasks that benefit the team.

Course delivery & structure:

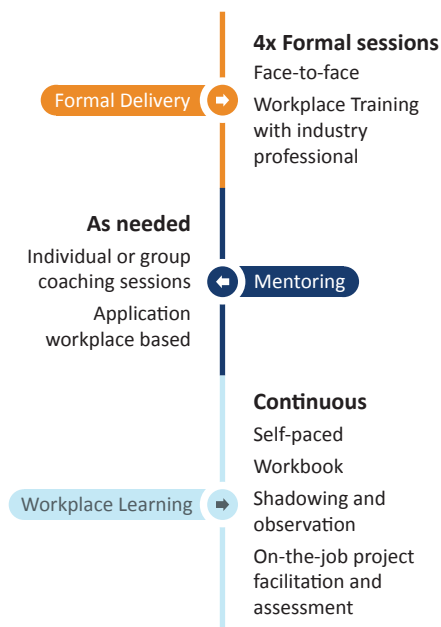
Delivery underpins our philosophy that work is the learning and learning is the work. We deliver a combination of formal training sessions and mentoring. We utilise a mix of on-the-job observation and questioning, and workplace based projects throughout our assessment tasks.

Participants are encouraged to challenge their existing knowledge and extend their boundaries whilst they expand their skill base.

To successfully attain the BSB40615 Certificate IV in Business Sales, students are required to complete a total of ten (10) units of competency, comprising of:

- 4 core units, and;
- 6 elective units, of which:
 - 4 units must be from the elective units over page;
 - 2 units may be from this Training Package or from any current accredited course or endorsed Training Package at this qualification level or Certificate III or Diploma level.

Delivery Mode:



This nationally recognised qualification is delivered by Flexible Training Solutions RTO ID 6333. It provides skills and knowledge to the industry standard. We actively tailor training for people from diverse backgrounds, including those with disabilities, and encourage all to apply.

For more information or to get started visit www.flexibletrainingsolutions.com.au



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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
BSBCUS402	Address customer needs
BSBFIA402	Report on financial activity
BSBADM405	Organise meetings
BSBADM406	Organise business travel
BSBADM409	Coordinate business resources
BSBINT401	Research international business opportunities
BSBCMM401	Make a presentation
BSBITU301	Create and use databases
BSBITU402	Develop and use complex spreadsheets
BSBLDR402	Lead effective workplace relationships
BSBLDR403	Lead team effectiveness
BSBMKG401	Profile the market
BSBMKG408	Conduct market research
BSBMKG413	Promote products and services
BSBMKG414	Undertake marketing activities
BSBMKG415	Research international markets
BSBMKG416	Market goods and services internationally
BSBMKG417	Apply marketing communication across a convergent industry
BSBMKG418	Develop and apply knowledge of marketing communication industry
BSBMKG419	Analyse consumer behaviour
BSBWHS401	Implement and monitor WHS policies, procedures and programs to meet legislative requirements
BSBREL401	Establish networks
BSBREL403	Implement international client relationship strategies
BSBRES401	Analyse and present research information
BSBSLS501	Develop a sales plan
BSBSLS502	Lead and manage a sales team
BSBSUS401	Implement and monitor environmentally sustainable work practices
FNSSAM402	Implement a sales plan

For more information contact us directly

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🌐 www.flexibletrainingsolutions.com.au