

Certificate III in Business to Business Sales

Overview

This qualification reflects the role of individuals working in a position selling to another business, and particularly into retail environments. They generally have titles such as Sales Officer/Representative, or Account/Territory Representative.

Due to the retail units required for completion as core units, it isn't generally suitable for individuals that work selling into a non-retail setting.

Individuals at this level often spend a lot of time on the road visiting clients, but will work as part of a team of other salespersons under supervision. They have a strong focus on building and nurturing lasting relationships with clients as opposed to making sales directly to end consumers.

Delivery and 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 SIR30316 Certificate III in Business to Business Sales students are required to complete a total of ten (10) units of competency, comprising of:

Business to Business Sales

- 5 core units
- 5 elective units*

* Certificate III in Business to Business Sales courses may contain up to 2 imported electives from any other qualification where it is relevant to job role and that FTS is able to deliver on.

SIR30316 Certificate III in Business to Business Sales



Duration:

This course is typically delivered over 9 - 24 months



Projects:

We believe that to get the most out of a training program, training should be applicable to the trainee's 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.



Delivery Mode

Formal Delivery ➡

Mentoring ➡

Workplace Learning ➡

Formal Sessions

Workplace-based
- face to face
- online
- correspondence
- blended

As needed

Individual or group coaching sessions

Application workplace based

Continuous

Self paced
Workbook or online
Shadowing and observation
On-the-job project facilitation and assessment

This nationally recognised qualification is delivered by Flexible Training Solutions RTOID 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.

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The Certificate III in Business to Business Sales is quite customisable with electives and inputs for a Retail package qualification. The below are units most commonly requested but FTS can also deliver more specialised units on request.

If there is something you're wanting to include in the course that isn't listed, please reach out via the contact details below or using the form on our website and we'll see how we can make that work using the Import rules on the front page. Please note that not all of our trainers can deliver all units and for some units choice of delivery method may be limited to online/correspondence as a result.

Core Units (complete all)

SIRWSLS004	Optimise customer and territory coverage
SIRXCEG003	Build customer relationships and loyalty
SIRXCEG005	Maintain business to business relationships
SIRXIND001	Work effectively in a service environment
SIRXWHS002	Contribute to workplace health and safety

Electives (min. 3)

SIRXCEG001	Engage the customer
SIRXCEG002	Assist with customer difficulties
SIRXCOM002	Work effectively in a team
SIRXCOM003	Promote team cohesion
SIRRINV001	Receive and handle retail stock
SIRRINV002	Control stock
SIRXMGT001	Supervise and support frontline team members
SIRRMER003	Coordinate visual merchandising activities
SIRXRSK001	Identify and respond to security risks
SIRWSLS001	Process product and service data
SIRWSLS002	Analyse and achieve sales targets
SIRWSLS003	Build sales of branded products
SIRXSL001	Sell to the retail customer

For more information contact us directly, or visit us online

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