

Certificate IV in Business Sales

BSB40610

What will you achieve from this course?

BSB40610 Certificate IV in Business Sales has been designed for 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.

When you have completed this course, you will be able to perform: functions such as:

- Establishing business networks
- Working as an individual or as part of a sales team to conduct sales activities
- Refining the system of recording prospect information based on an evaluation
- Identifying and presenting options for cross-selling or up-selling
- Using initiative to develop sales prospects
- Pipelining and planning sales activities
- Establishing an individualised sales plan
- Acquiring knowledge of products/services

Examples of customised roles in the industry are:

- Sales Account Assistant
- Sales Agent
- Sales Representative

Entry Requirements

There are no prerequisites for entry to this qualification.

Pathways

After achieving the BSB40610 Certificate IV in Business Sales, candidates may undertake the BSB51207 Diploma of Marketing, or a range of other Diploma qualifications with NTD Training.

Qualification Details

To achieve a BSB40610 Certificate IV in Business Sales the student is required to complete a total of 10 units, comprising of:

- 4 Core Units and
- 6 Elective Units

4 elective units must be selected from the table. 2 elective units may be selected from the table, from this Training Package or from any current accredited course or endorsed Training Package at this qualification level or Certificate III or Diploma level.

Unit choices include, but are not limited to:

1	BSBPRO401A	Develop product knowledge
2	BSBREL402A	Build client relationships and business networks
3	BSBSLS407A	Identify and plan sales prospects
4	BSBSLS408A	Present, secure and support sales solutions
5	BSBCUS401A	Coordinate implementation of customer service strategies
6	BSBCUS402A	Address customer needs
7	BSBFIA402A	Report on financial activity
8	BSBADM405B	Organise meetings
9	BSBADM406B	Organise business travel
10	BSBADM409A	Coordinate business resources
11	BSBINT401B	Research international business opportunities
12	BSBCMM401A	Make a presentation
13	BSBITU301A	Create and use databases
14	BSBITU402A	Develop and use complex spreadsheets
15	BSBMKG401B	Profile the market
16	BSBMKG402B	Analyse consumer behaviour for specific markets
17	BSBMKG408B	Conduct market research
18	BSBMKG413A	Promote products and services
19	BSBMKG414A	Undertake marketing activities
20	BSBMKG415A	Research international markets
21	BSBMKG416A	Market goods and services internationally
22	BSBOHS407A	Monitor a safe workplace
23	BSBREL401A	Establish networks
24	BSBREL403A	Implement international client relationship strategies
25	BSBRES401A	Analyse and present research information
26	BSBSLS501A	Develop a sales plan
27	BSBSLS502A	Lead and manage a sales team
28	BSBSUS301A	Implement environmentally sustainable work practices
29	BSBWOR401A	Establish effective workplace relationships
30	BSBWOR402A	Promote team effectiveness
31	FNSSAM402A	Implement a sales plan

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We'll provide you with a complete report detailing how you can measure the benefits received from your training investment. Plus, we'll provide a full assessment of whether your business qualifies for government assistance to get started. We look forward to hearing from you!