

BSB40615

Certificate IV in Business Sales



Career Training Institute (CTI) is offering a 2019 enrolment opportunity for students wishing to further their career opportunities by undertaking BSB40615 Certificate IV in Business Sales.

This qualification is suited to those working in any small to medium enterprises working in sales and customer service roles. In this role, individuals use well-developed sales skills across a broad range of business sales contexts. They may problem-solve, provide leadership to others and analyse a range of information. Typically, people in this role would report to a more senior business sales practitioners. The Certificate IV in Business Sales gives a well-rounded view of the sales process and an introduction to supporting functions such as marketing.



ROUND THE CLOCK ACCESS

Access your course material any time and anywhere at your convenience.



ONE ON ONE TRAINER SUPPORT

Personalised trainer support by phone, email and messaging to help maximise your potential.



FLEXIBLE LEARNING

Online delivery so you can self-direct your learning.



SET MILESTONES

Scheduled milestones and reminders to help keep you on track to success.

Course structure

To graduate from this course, students are required to complete ten units: four core units plus six electives. The following units in this course have been selected by CTI after investigation informed by engagement with industry.

Units of Competency

BSBPRO401	Develop product knowledge
BSBSLS407	Identify and plan sales prospects
BSBSLS408	Present, secure and support sales solutions
BSBREL402	Build client relationships and business networks
BSBMKG413	Promote products and services
BSBMKG414	Undertake marketing activities
BBADM405	Organise meetings
BSBCUS401	Coordinate implementation of customer service strategies
BSBCUS402	Address customer needs
BSBLDR403	Lead team effectiveness

Graduate skills

Students graduating from this course will be equipped with a range of skills to work in business related roles such as sales representative and customer service representative.

Entry requirements

There are no specific entry requirements, but it is expected that students will have the ability and aptitude commensurate with completing a secondary school education.

On enrolment, students will be given access to their course on the CTI Learning Management system. Prior to course commencement students are required to complete a Language, Literacy and Numeracy test. Pending the result of this test, the student will be permitted to continue to the course.

Duration

The course is designed to be completed over a period of 10 months.

For the 2019 enrolment intake, the student has until 31 March 2020 to complete the course, which allows some flexibility. A schedule for the completion of each unit will be established by CTI, and it is expected that students will commit to comply with this schedule.

If the course is not completed by the end of the enrolment period, the student will be required to enrol for an additional period at full new enrolment cost.

Course Fees

In 2019 CTI has implemented a new course structure and delivery platform and is offering a 50% discount to clients off the standard course fee.

The total cost of enrolment in BSB40615 Certificate IV in Business Sales in 2019 will be \$2,000.00

This enrolment will conclude on 31 March 2020.

Course fees are GST free.

Clients will be charged 50% (\$1,000.00) at course commencement and will be charged for the remaining 50% (\$1,000.00) after six months.



HOW TO APPLY

Applications open on 1 December 2018 and close on 31 March 2019.

An online application is available from www.careertraining.edu.au under the [Postgraduate tab](#).

Early applicants will be given access to the Learning Management System from mid-January.

For students already enrolled in this course under the 2018 Career Advantage Program (CAP), please complete the Employer Agreement, also available under the [Postgraduate tab](#) and email it to admin@careertraining.edu.au.

Find out more

T: 1300 284 111

E: info@careertraining.edu.au

W: www.careertraining.edu.au