

# BSB40615

## Certificate IV in Business Sales



Career Training Institute (CTI) is offering a 2021 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                           |
| BSBADM405 | 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 2021 enrolment intake, the student has until 15 December 2021 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

The total cost of enrolment in BSB40615 Certificate IV in Business Sales in 2021 will be \$2,000.00

This enrolment will conclude on 15 December 2021.

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 November 2020 for a start on or before 1 January 2021.

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

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

Find out more

T: 1300 284 111

E: [info@careertraining.edu.au](mailto:info@careertraining.edu.au)

W: [www.careertraining.edu.au](http://www.careertraining.edu.au)