

OVERVIEW

This qualification is suitable for individuals with well-developed sales skills across a 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 practitioner.

UNITS OF COMPETENCE

This qualification requires the completion of 10 units of competence made up of 4 core unit and 6 elective units.

SPASA recommends the following combination of units to meet the required training and employability outcomes:

Core Units:

BSBPRO401	Implement and monitor WHS policies, procedures and programs to meet legislative requirements.
BSBREL402	Build client relationships and business networks
BSBSLS407	Identify and plan sales prospects
BSBSLS408	Present, secure and support sales solutions

Elective Units:

BSBCUS402	Address customer needs
BSBCUS401	Coordinate implementation of customer service strategies
BSBMKG413	Promote products and services
BSBMKG414	Undertake marketing activities
BSBLDR403	Lead team effectiveness
BSBCMM401	Make a presentation

QUALIFICATION COST

\$3000

COURSE PAYMENTS

Enrolment Fee \$1500

followed by

5 X Monthly Instalments of \$300

Payment Via:

Direct Debit / BPAY / Credit Card / EFT

CONTACT



Toll Free: 1800 802 482

Fax: (02) 9630 6355

STREET ADDRESS

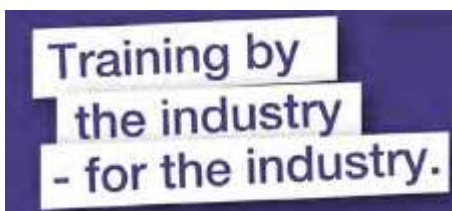
1/33 Daking Street
Parramatta NSW 2151

POSTAL ADDRESS

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Swimming Pool and Spa Association of Australia

RTO Code: 6235
ABN: 74 150 541 816
ACN: 076560391



DELIVERY OPTIONS

Self-Paced - Distance Learning

Students can undertake this course entirely at their own pace by correspondence.

RPL

You may apply to have prior learning and experience recognised toward a qualification or units of competence for which you are enrolled.