



BSB40615 Certificate IV in Business Sales

RTO ID: 91622



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A day in the life of a sales professional

As a sales professional, your typical day depends largely on who you are working with and what you are selling. Your bottom line lies in the ability to solve problems and communicate, skills which can help you add value across a wide range of fields.

Whether you are an outside sales rep visiting clients, or an inside sales team member conducting most of your business via phone or messenger, you're helping a prospective or current client with a solution to a problem that they may not even know they have.

For qualified sales professionals, common career avenues can be anything from an account manager, business development manager, sales representative, or a sales assistant and you can find yourself working in industries from hospitality and travel to manufacturing or professional services such as telecommunications. Imagine yourself selling anything from luxury boats to IT services and everything in between. Good sales people are always in demand and employable, no matter what the economy is doing.



Is business sales right for me?

In case you aren't sure whether sales is for you, these are some of the attributes you will need for success.

Organisation ✓

If you're comfortable with planning and organising people and resources, there's likely to be a rewarding job for you in sales! Great organisational skills will also help you move up the ranks and start taking on extra responsibilities in the future, like managing a sales team.

Communication ✓

Business environments thrive on effective communication, and as a sales professional, you will learn the value of great communication skills. Most sales roles will give you the opportunity to communicate with many different people, including managers, staff members, customers, and suppliers.

Curiosity ✓

Psychology plays a big part in every sale, and learning more about it can help you to become more effective in your job. A healthy curiosity about consumer behaviour will help you answer your customers' unspoken questions and make you much more effective in your role.

Solution orientation ✓

Every salesperson is a problem-solver, and if you like the idea of solving your customers' biggest problems, this field will suit you well. Think of yourself as the link between a person in need and the product or service that will change their life for the better.

Tenacity ✓

When your job depends on making sales, some days will bring more challenges than others, just as some customers will give you an easier win. On the challenging days, your resilience will carry you through and keep a smile on your face.



Where could I work?

When you're ready to sell yourself to an employer, a qualification in sales will help you stand out to many potential employers! Your next big opportunity could be waiting for you in any number of industries, from technology and software to healthcare and financial services. With the right skill level and experience, you could land anywhere from a small business to a high-powered corporate sales and marketing team!

What could I earn?

Sales is a fantastic field for those who like the idea of uncapped earning potential. While there are many potential career avenues within sales, Field Sales Executives earn a median salary of \$64,000**. It pays to take commission and bonuses into account as well, as employers often use these additional pay scales to incentivise performance. In other words, the sky's the limit!

**Payscale, 2020

Can I get help finding work?

When you study with AD1 College, you'll have the advantage of free assistance with finding work for the first 12 months of your course through our Industry Liaison Officer.





How do I get there?

So you're excited for your initiation into the broad, booming sales industry? You're on the right path, and there are plenty of opportunities waiting for you! The right course can give budding sales professionals access to all of the information they need to succeed, including convenient online opportunities for those who need or prefer to access education via a mobile device.

The BSB40615 Certificate IV in Business Sales, offered by AD1 College, gives learners the opportunity to gain a range of sales-related skills in up to 12 months, including presenting, marketing, providing customer service, and managing clients' expectations. The course is delivered online, allowing learners to enjoy the convenience of studying remotely, as well as the confidence that comes from having access to comprehensive resources and support. All you need is an internet-enabled device (desktop, laptop, tablet or mobile) and a few basic computer software programs, including Adobe Reader and Microsoft Word, Excel and PowerPoint. Before you can start on your new career pathway, there are just a few boxes to be checked.

- You must be an Australian citizen, a resident on a permanent visa*, an asylum seeker or a refugee
- You will need to pass a Literacy, Language and Numeracy assessment
- You will need to arrange work experience in a sales role.

**In some cases, registered training organisations (RTOs) may enrol students who are temporarily visiting Australia on certain visas, other than study visas. However, some visas include restrictions on training. Further information is also available from the Department of Home Affairs.*

If you need clarification on any of these points, please contact us for assistance.



Units

Units (core):

- BSBPRO401 Develop product knowledge
- BSBREL402 Build client relationships and business networks
- BSBSLS407 Identify and plan sales prospects
- BSBSLS408 Present, secure, and support sales solutions

Units (elective):

- BSBCUS401 Coordinate implementation of customer service strategies
- BSBCUS402 Address customer needs
- BSBMKG414 Undertake marketing activities
- BSBFLM303 Contribute to effective workplace relationships
- BSBFLM312 Contribute to team effectiveness



How will I be assessed?

At AD1 College, we pride ourselves on providing low-stress assessment opportunities that allow you to perform at your best. We make it as easy as possible by allowing you to upload evidence of your new skills for much of the assessment process in our Business Sales course, which also includes a range of e-learning activities. If you have completed previous study, work, or other experiences which are relevant to your course, you can also apply for recognition of prior learning (RPL).

N.B. To apply for RPL, documented evidence must be provided in the form of a certificate issued by other training organisations, a support letter from an employer, a job description, a resume, or an outline of previous training and development. Credentials issued by other training organisations operating under the VET Quality Framework are accepted.

What will it cost?

Studying with AD1 College is made as affordable and easy as possible for the benefit of our community of learners. Whatever your situation, our friendly staff will be happy to provide you with suggestions on financial support options including government subsidies, or create a tailored payment plan on your behalf.

How can I enrol?

When you're ready to get started, simply download a copy of the learner handbook from our website or get in touch with our friendly course advisors.

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Why AD1 College?

AD1 College (RTO ID: 91622) is a registered training organisation offering a collection of practical courses with an emphasis on students' holistic growth and development. Our approach to education is multifaceted and unique, just like our students, and our service is tailored to meet individual requirements. We're serious about maximising the impact of our materials and delivery to optimise your results.



"I am glad to have had the opportunity to participate in the subject course , which was very valuable to me. It was great to know the principle and the application to go with each topic, and the suggestions of what to say were extremely helpful to put things into perspective. Thank you so much for your patient and support even after class. I would recommend the course to my friends and my employer in the near future. Thanks and best regards Alex" - Alex

"Thanks for all your help whilst I was doing the course. Thank you so much for getting me the job at the airport. Enjoy (mate)" - Mary

"Gourmet Fare Catering fully endorses AD1 Business Training College. Anthony's professional manner has made the process of staff training flow easily, without any interruption to our business. He is highly organized and dedicated and is always available to his students, should they require assistance. Our staff are pleased to be gaining additional skills and knowledge, that will help them progress in the industry. We will be definitely using AD1 with all our staff training in the future." - George Trouzas, Director of Gourmet Fare Catering



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NATIONALLY RECOGNISED
TRAINING

