

## Certificate IV in Business Sales (BSB40607)

### Who is this course for?

The course is especially designed for those who are interested in a future in Business Sales. Successful completion of this course can lead to futures careers as:

- Sales Account Assistant
- Sales Agent
- Sales Representative

### CORE UNITS

BSBOHS407A Monitor a safe workplace

BSBPRO401A Develop product knowledge

BSBREL402A Build client relationships and business networks

BSBSLS402A Identify sales prospects

BSBSLS403A Present a sales solution

BSBSLS404A Secure prospect commitment

### What will you learn in this course?

The course aims to give you the knowledge and skills required to work in most areas of working business environments. The qualification requires ten (10) units of competency.



BSBSLS405A Support post-sale activities

BSBSLS406A Self-manage sales performance

### ELECTIVE UNITS

Call us for more information about the Electives

Employability Skills Summaries for Training Package qualifications are embedded in training and assessment. Information on the Employability Skills relevant to your qualification can be obtained by visiting this website and keying in the national code for the qualification: <http://employabilityskills.training.com.au>

HB Training is a Registered Training Organisation delivering accredited training in Business, Retail, Financial Services, Information Technology and Training and Assessment.

**a** 4 Laurel Street, Toowoomba QLD 4350  
**t** 07 4639 4410 **f** 07 4639 4431  
**e** [training@hb.net.au](mailto:training@hb.net.au)  
**w** [hb.net.au](http://hb.net.au)