



Certificate IV in Business Sales

BSB40615



PERFECT YOUR SALES EDGE AND STAY AHEAD IN THE SALES TEAM

The Certificate IV in Business Sales will show you how to hone your sales techniques, improve your networking skills and maximise potential prospects. Elective options allow you to also address customer service delivery, learn about marketing promotions, develop skills to lead a winning sales team or to create successful and achievable sales plans.

Develop Essential Sales Skills

The Certificate IV in Business Sales will guide you through every aspect of the sales process. You will learn how to identify sales prospects, build client relationships and business networks, and ways to develop essential product knowledge. Develop and perfect your competitive sales edge and confidence with this course through the practical interaction activities with your College Student Advisers.

Subject Choices 3 - 5 electives are required (depending on subjects chosen)

- Develop Product Knowledge
- Prospecting for Sales Leads
- Build Client Relationships
- Present Sales Pitches
- Essential Selling Skills (E)
- Meetings and Business Travel (E)
- Participate in Networking Events (E)
- Co-ordinate Customer Service Delivery (E)
- Marketing Promotions (E)
- Presentation Delivery (E)
- Sales Planning (E)
- More electives available

Key Course Facts



Start and study anytime



24/7 access to courses



Dedicated student adviser

For more details and current fees please visit our [Certificate IV in Business Sales](#) page.