

skillup australia™



B2B Selling Skills

Nationally Recognised Training

(SIR30307) Certificate III in Wholesale



Improve you and your team's sales performance



Equip your sales staff with the skills necessary to continuously bring in quality business no matter the economic climate

So you already train your sales staff....

Skillup Australia specialises in mapping an organisation's current internal or external sales training into the Certificate III in Wholesale course.

This has a number of benefits for both the organisation and the individual:

- Individuals who have already been doing various training programs through their company have the opportunity to receive a Nationally Recognised Qualification.
- Companies can learn how closely their internal materials compare to national standards.
- A Company may be able to access government funding for eligible staff members (speak to your Australian Apprenticeship Centre for more information)

Some organisations find that the internal training they have been carrying out covers the majority of the units in the Certificate III in Wholesale and the gap can be filled, in as little as one or two training sessions.

Overview

There is not and never has been such a person as the natural born salesperson. The idea of a smiling, fragrant person, whose only skill is repartee, does not cut it in today's ever changing, ever competitive commercial world.

This practical, no nonsense course provides the skills in all the professional sales basics from qualifying a lead to overcoming objections, closing and account management. The course is for people currently working as salespeople as well as those who have just commenced as a salesperson or are considering being a salesperson.

The Skillup Approach

Skillup Australia is a leader in workplace training programs in the primary, secondary and service industries. We achieve results by ensuring that our training programs are:

- Interesting and engaging
- Driven by workplace projects and outcomes
- Monitored by Key Performance Indicators (KPIs)
- Relevant and work-based
- Flexible, innovative and most importantly,
- A partnership between the trainee, trainer and employer

Call 1300 398 005
or visit:
skillupaustralia.com



Training Program Design

Before commencement of any training program, we undertake an extensive design and development phase which includes:

- Training Needs Assessments
- Business Needs Analysis
- Recognition of Prior Learning (RPL) & Recognition of Current Competencies (RCC)
- Integration of existing workplace systems and programs
- Development and facilitation of workplace projects
- Linking of assessment to project outcomes
- Identifying goals and KPIs for the program
- Ensuring that improvements can be sustained

Key Learning Outcomes

Personal

- Develop personality profiling and networking skills to improve client relationships
- Improve communication and questioning skills to save time and efficiently qualify prospective clients
- Set and achieve goals by managing business and time effectively
- Close business

People

- Contribute to team effectiveness
- Dealing with internal and external customers
- Linking personal goals with team goals

Organisational

- Contributing effectively to workplace planning
- Supporting continuous improvement practices
- Improve reporting systems by using technology in the workplace to efficiently record meeting outcomes and client updates

Business 2 Business Selling Skills

Please see below some of the workshops we cover during this course:

1. DISC Personality Profiling
2. Prospecting and Networking
3. Communication and Questioning Skills
4. Presentation Skills
5. Negotiation
6. Closing a Sale
7. Business Relationships and Product Knowledge
8. Planning, Setting and Achieving Sales Targets
9. Merchandising (optional as a replacement for session 2)

This program can be a mix of on-the-job and off-the-job learning experiences. The off-the-job component will raise participants' awareness of management and business practice and theory.

The on-the-job experiences will provide opportunities to put the information into practice and consolidate participants' skills and knowledge through work related ongoing projects.

An example of a Certificate III in Wholesale is shown below:

CORE UNITS

SIRWSLS003A	Optimise customer and territory coverage
SIRXCCS006A	Maintain business to business relationships
SIRXSLS004A	Build relationships with customers

ELECTIVE UNITS (7 required)

ICTCC320A	Use multiple information systems
ICTCC341A	Provide sales solutions to customers
ICTCC341A	Administer supply into a business
SIRXMER002A	Coordinate merchandise presentation
SIRXMGT002A	Maintain employee relations
SIRWSLS002A	Build sales relationships
SIRWSLS005A	Analyse and achieve sales targets

Please note: We deliver a wide range of elective units from the Retail training package.

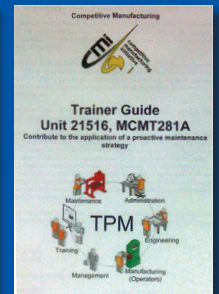
Please see our website for AQTF policy and procedures.

Contact one of our Industry Skills Advisors to discuss your needs.

Training Materials

At Skillup Australia we develop our own training material for many key areas. This ensures that our programs are interesting and effective. We ensure that our training material meets the learning needs of our clients by using easy to understand visuals and everyday examples.

Skillup Australia's work / resources have been published externally by Aspire and CMI.



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National Number

1300 398 005