

VACC Business and Management Certificate III in Automotive Sales (Vehicles)

Online Skills Recognition for experienced Sales Consultants Get the national recognition you deserve!

Fusion Business Solutions can now provide Online Accreditation to automotive industry professionals who are involved in Vehicle Sales.

If you have at least 2 years of experience in Sales in an automotive dealership, you can apply online to have your existing skills and knowledge recognised in a formal qualification.

The process is straightforward:



Our experienced course assessors take all the information provided and prepare an assessment.

Certificate III in Automotive Sales (Vehicles) has the following structure:

Core – Compulsory stream	Use business technology
Apply safe working practices	Deliver and monitor a service to customers
Establish relationships with customers	Contribute to team effectiveness
Work effectively with others	Develop product knowledge
Communicate effectively in the workplace	Merchandise products
Apply environmental regulations and best practice in a workplace or business	Identify sales prospects
Sell product(s)	Investigate micro business opportunities
Deliver a service to customers	Implement personal marketing plan
Main stream	Organise personal work priorities and development
Use numbers in the workplace	Maintain business image
Build customer relations	Contribute to quality work outcomes
Present stock and sales area	Identify, clarify and resolve problems
Apply sales procedure	Promote products and services
Apply legal requirements relating to product sales	Organise and complete daily work activities
Process customer complaints	Self manage sales performance

Federal Incentives

Fusion can help employers access government incentives for this programme.

Investment

For full online Skills Recognition = \$2000 (GST exempt)

Full Federal incentives (if applicable) = \$4000