

Certificate III In Automotive Sales

Federal Incentives

Pentana Solutions can help employers access government incentives for this program.

Investment

Online Skills Recognition & Customised ERAnet one-day training course

\$3000

Full Federal incentives (if applicable)
\$4000

GST Exempt Nationally Accredited Training

More Information

E-mail
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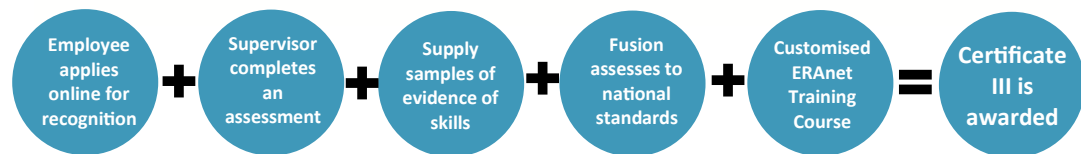


Professional accreditation for dealership Sales Staff

Get The Skills & National Recognition You Deserve!

Pentana Solutions, along with Fusion Business Solutions, can now provide Online Accreditation to automotive industry professionals who are involved in the Sales area. If you have at least 2 years of experience in auto dealership retail, you can apply online to have existing skills and knowledge recognised in a formal qualification.

The process is very straightforward:



The work history and experience of each applicant will be considered and a relevant course assessment built. Certificate III in Automotive Sales (VEHICLE) AUR31005, units of competency:

Core - Compulsory Stream:

- Apply safe working practices
- Establish relations with customers
- Work effectively in the workplace
- Apply environmental regulations and best practice in a workplace or business
- Sell products
- Deliver a service to customers

Main Stream:

- Use numbers in the workplace
- Build customer relations
- Present stock and sales area
- Apply sales procedure
- Apply legal requirements relating to product sales
- Process customer complaints
- Use business technology
- Deliver and monitor a service to customers
- Develop product knowledge
- Merchandise products
- Identify sales prospects
- Investigate micro business opportunities
- Implement personal marketing plan
- Organise personal work priorities and development
- Maintain business image
- Contribute to quality work outcomes
- Identify, clarify and resolve problems
- Promote products and services
- Organise and complete daily work activities
- Self-manage sales performance

Government Training Subsidies

A range of state and federal incentives could be available to participating employers. Federal Rebates are up to \$4000 for Certificate III Programme could be available. Eligibility for these incentives will require checking against a participant's prior education history. We can help employers access government incentives for this program.