

**COURSE CODE**

AUR31016

COURSE TITLE

Certificate III in Automotive Sales

WHERE DO I STUDY?

In the workplace

DURATION

Maximum of 36 months full time

QAT QUALITY
AUTOMOTIVE
TRAINING

VEHICLE SALESPERSON

WHAT JOB CAN I DO?

With this qualification you can perform sales-related tasks in the automotive retail, service or repair industry, the job role is referred to as, a vehicle or car salesperson or a motorcycle salesperson depending on the pathway.

HOW WILL I LEARN?

You will learn mostly on the job, in a practical real world way! In addition to this you will be supported with online activities such as reading, research, projects. You will also have assessment work for each unit of learning.

WILL I BE ASSESSED?

Yes, your trainer will work with you to make sure that you are ready to be assessed in each unit, or cluster of units. You will need to complete your theory assessment, your workplace supervisor will confirm that you have undertaken the tasks as part of your work and then your assessor will observe you at work to confirm your competence. Sometimes you will need to be observed over a number of visits.

**HOW LONG WILL THIS
QUALIFICATION TAKE?**

The Certificate III in Automotive Sales qualification is made up of 20 units. The maximum duration of this apprenticeship / traineeship is 36 months for full time employees and 48 for part time, depending on knowledge and experience.

IS THIS RIGHT FOR YOU?

The Certificate III in Automotive Sales is designed to prepare new employees or recognises and develops existing workers who are performing general sales and marketing functions in an automotive retail, service or repair business.

**HOW MUCH WILL WE PAY TO
DO THE QUALIFICATION?**

Contact our office for full details.
Email: info@qat.edu.au
Call: 1300 304 867

WorkReadySupported by
**Government of
South Australia**To Check your eligibility Please visit
www.skills.sa.gov.au**RTO ID : 6194 QAT.EDU.AU**

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CERTIFICATE III IN AUTOMOTIVE SALES

WHAT UNITS WILL I COVER?

AURACA001	Respond to customer needs and enquiries in an automotive workplace
AURAEA002	Follow environmental and sustainability best practice in an automotive workplace
AURAF004	Resolve routine problems in an automotive workplace
AURAMA004	Maintain business image in an automotive workplace
AURASA002	Follow safe working practices in an automotive workplace
AURSAA001	Process customer complaints in an automotive workplace
AURSCA005	Sell automotive products and services
AURSCA006	Promote automotive products and services
AURSCA011	Conduct online transactions in an automotive workplace
AURSLA001	Comply with legal requirements when selling automotive products and services
BSBSLS407	Identify and plan sales prospects
BSBSLS408	Present, secure and support sales solutions
AURSCA003	Apply sales procedures in an automotive workplace
AURSCA009	Provide vehicle technology information
AURSCA002	Present automotive products and services for sale
AURSCA007	Determine used motor vehicle stock requirements
AURAMA001	Work effectively with others in an automotive workplace
BSBPRO401	Develop product knowledge
AURSCA001	Select and supply automotive parts and products
AURAF003	Communicate effectively in an Automotive workplace

ENROL TODAY

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