

Occupational Certificate: Automotive Sales Advisor NQF 4



PURPOSE

The purpose of this qualification is to prepare a learner to function as an automotive sales advisor. An automotive sales advisor sells automotive vehicles, accessories, spare parts and services in an automotive wholesale and/or retail environment.

A qualified learner will be able to:

- Sell automotive vehicles to existing and/or prospective clients.
- Sell automotive vehicle parts or accessories to existing and/or prospective clients.
- Sell automotive vehicle services to existing and/or prospective clients in an automotive sales environment.

COURSE CONTENT

Module 1: Stock Control

- Handling stock
- Control inventory
- Stock control processes

Module 2: Merchandising and Promotional Activities

- Merchandise, market and promote vehicle stock
- Deal with and promote stock

Module 3: Customer Service

- Customer service

Module 4: Sales and Marketing

- Sell products and services
- Sell automotive products and services
- Finalise the sale
- New and used car sales processes
- Vehicle parts sales processes

Module 5: Operational Processes

- World of work fundamentals
- Carry out vehicle service operational activities
- Vehicle service control processes

Module 6: Occupational Health and Safety ▼

- Workplace safety, health, environment and quality practices
- Work safely

Module 7: Vehicle Financing ▼

- Vehicle finance

DELIVERY

- Duration: 24 Months
- Delivery: Classroom/online/blended

^ENTRY LEVEL REQUIREMENTS

- NQF Level 3 qualification or equivalent qualification in the related automotive vehicle sales, parts and accessory sales industry

^CAREER POSSIBILITIES

- Automotive sales consultant
- Fleet sales manager
- Sales manager
- Finance and insurance (F&I) manager
- Automotive marketing specialist

^ACCREDITATION

- Occupational Certificate: Automotive Sales Advisor
- Accreditation: QCTO
- SAQA ID: 118097
- NQF Level: 4

MORE INFO

OUR MOST POPULAR CATEGORIES

SHORT COURSES

LEARNERSHIPS

COMPLIANCE TRAINING

Contact your preferred Sales Executive for assistance or email us at support@speccon.freshdesk.co.za to find out more.