

CERTIFICATE III IN AUTOMOTIVE SALES



COURSE CODE:
AUR31016

WHY CHOOSE TAFE NSW?



Opens career doors. Our industry relationships lead many students directly into work with a range of employers including agencies, studios, galleries and fashion houses.



Global prospects. TAFE NSW graduates possess the technical knowledge, creative-thinking and specialised skills that are highly sought after by employers around the world.



State-of-the-art facilities. Purpose-built creative studios and industry standard software mean you will master the same tools of the trade as leading professionals.



Industry exposure. TAFE NSW partners with industry to provide you with hands-on experience through networking, sponsor programs, competitions, talks, lectures and other creative industry events.



Recognised and respected. TAFE NSW has built its reputation on delivering trusted, industry aligned and nationally recognised training for over 130 years.

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QUALIFICATION

Certificate III in Automotive Sales

CAREER AREA

Advertising, Marketing and Event Management

TRAINING PACKAGE ENTRY REQUIREMENTS:

ENTRY REQUIREMENTS

TAFE NSW offers the Certificate III in Automotive Sales as an apprenticeship. There may also be options available for you to study as a non-apprentice or trainee.

Apprenticeship

To be eligible for this course, you must:

- Be employed as an apprentice in the automotive sales industry evidenced by a letter of support from your employer
- Submit your training plan proposal (TPP) with your application

Non-apprenticeship

There may be options available for you to study as a non-apprentice. Enquire today and our Apprenticeship and Traineeship team will support you to understand any eligibility or entry requirements for our non-apprenticeship qualifications.

Traineeship

To be eligible for this course you must:

- Be employed in the automotive sales industry as this course is delivered in the workplace
- Have a signed traineeship contract

Thinking about a traineeship? Enquire today.

WORK PLACEMENT

There is no work placement requirement for apprentices taking this qualification, as you will gain your experience on-the-job with your employer.

Non-apprentices will need to be in either relevant employment or have access to appropriate simulated workplace environments to complete the learning and assessment requirements.

IS THIS COURSE RIGHT FOR YOU?

To be prepared for this course, it is recommended that you have:

- Language literacy and numeracy skills at Year 10 high school level
- Good communication skills
- The ability to work in a team environment
- An interest in the automotive industry
- An interest in sales



NATIONALLY RECOGNISED
TRAINING

- **Traineeship Allowed**
- **Apprenticeship Allowed**
- **Blended**

CAREER
OPPORTUNITIES

Farm Machinery
Salesperson, Aftermarket
Salesperson, Motorcycle
Salesperson

If you need help preparing for study, contact us about your options.

OVERVIEW

Rev up your automotive sales career with the Certificate III in Automotive Sales. Designed and taught by industry experts, you will gain the skills and knowledge needed to become the best car, motorcycle or farm machinery salesperson you can be.

You will learn a range of skills, including how to:

- Sell and promote products and services
- Comply with legal requirements
- Conduct online sales

You can also take electives in areas such as parts interpreting, visual merchandising and maintaining financial records. Completion of this course will allow you to seek employment in any automotive sales related role.

This nationally recognised qualification offers flexible delivery options and allows for Australian Apprenticeships and Traineeships.

CAMPUS	STUDY MODE	START DATE	DURATION	MAX FEE IF ELIGIBLE FOR SUBSIDY	HOURS PER WEEK
Wagga Wagga - Apprenticeship	Blended	Anytime	3 Years	\$2,900.00	8