

Course information

Timber Sales Representative

The *Timber Sales Representative* short course is designed for people engaged in wholesale or trade timber sales in the field. Three competencies have been selected from the *Certificate III in Timber Merchandising*, allowing the participant to develop their skills and knowledge in the following areas:

- wood technology
- engineered timber products
- sales techniques
- managing a sales area and building a customer base.

On successful completion of the course, participants are issued with a Statement of Attainment in the competencies shown below. Other competencies may be substituted or added by negotiation with Workspace Training.

Unit Code	Unit Name	Nom. Hours
FPICOT3247A	Select timber for forestry operations	35
WRRS4B	Build relationships with customers	36
WRRSS20A	Recommend specialised products and services	36

Please note that the nominal hours shown above are an estimate only of the typical time required to complete each unit, including private study, research and the assessment activities.

Training is delivered through self-paced distance learning course notes. Assessments are conducted via a series of assignments which are posted or emailed by the participant back to Workspace Training for feedback and marking.

Participants who successfully complete this course will be eligible for credit transfer in the above units if they wish to enrol in the *Certificate III in Timber Merchandising*.

Cost: \$660 (GST exempt)

To enrol, please download and the *Timber Sales Representative – short course* enrolment form from the Workspace Training website, at: www.workspacetraining.com.au.

For more information, email David McElvenny –
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