



Australian Government

SFI20611 Certificate II in Seafood Industry (Sales and Distribution)

Release 4

SFI20611 Certificate II in Seafood Industry (Sales and Distribution)

Modification History

Release	TP Version	Comments
4	SFI11v2.2	<i>HLTFA311A Apply first aid</i> replaced with <i>HLTAID003 Provide first aid</i> <i>SIRXCLM001A Organise and maintain work areas</i> replaced with <i>SIRXCLM101 Organise and maintain work areas</i>
3	SFI11v1.3	<i>HLTFA301B Apply first aid</i> replaced with <i>HLTFA311A Apply first aid</i> in response to regulatory changes
2	SFI11v1.1	<i>TLID2010A Operate a forklift</i> replaced with <i>TLILIC2001A Licence to operate a forklift truck</i> in response to regulatory changes Equivalent imported units updated Included prerequisites in Packaging Rules
1	SFI11	Initial release

Description

This qualification specifies the competencies relevant to people working in the sales and distribution sector of the seafood industry (wholesale and/or retail). It comprises the base entry point into this sector of the industry and provides people with a range of core and underpinning competencies relevant to retail and wholesale work.

The qualification will have application for people working:

- for seafood wholesalers, fish markets or retailers
- for transport, storage and holding companies
- on fishing dockside or aquaculture farm gate outlets or fishout/put-and-take operations.

Job roles

Individuals operating at this level undertake a broad range of routine processes and procedures which may include:

- handling and basic processing of seafood
- packing, labelling, holding or storage and distribution
- temperature control, including chilling, freezing and deep freezing
- weighing, grading and quality control
- wholesale or retail sales.

Work may vary between enterprises.

Job role titles may include:

- factory hand
- seafood or fish packer
- seafood or fish seller
- seafood or fish transporter
- store person or assistant.

Pathways Information

Pathways into the qualification

Pathways for candidates considering this qualification include:

- direct entry
- SFI10511 Certificate I in Seafood Processing, or other seafood industry stream qualification
- vocational experience or tertiary studies related to farming or animal husbandry, fishing, working with seafood, general sales and distribution.

Pathways from the qualification

After achieving this qualification, candidates may undertake:

- SFI30611 Certificate III in Seafood Industry (Sales and Distribution).

Licensing/Regulatory Information

Licensing, legislative, regulatory or certification considerations

Licences for operating motor vehicles, tractors, forklifts, vessels and other plant apply for some competencies.

Entry Requirements

Not Applicable

Employability Skills Summary

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

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The following table contains a summary of the employability skills as identified by the Sales and Distribution sector for this qualification. This table should be interpreted in conjunction with the detailed requirements of each unit of competency packaged in this qualification. The outcomes described here are broad industry requirements and may vary from one agency to another.

Employability Skill	Industry requirements for this qualification include:
Communication	<ul style="list-style-type: none"> communicating information about problems with work communicating information relating to OHS completing work forms and required written documentation demonstrating effective and appropriate interpersonal skills interpreting and applying workplace procedures and instructions sharing workplace information using communication and information technologies to support work operations.
Teamwork	<ul style="list-style-type: none"> identifying own role and responsibilities within a team identifying team goals maintaining health and safety of work area for self and others providing assistance to others in the work area sharing work-related information working as part of a team.
Problem solving	<ul style="list-style-type: none"> applying knowledge of materials, product purpose and processes to work operations identifying and reporting any workplace hazards identifying workplace problems and making contributions to their solution identifying and applying OHS issues relating to work in the food industry monitoring workplace activities and identifying and reporting non-compliances.
Initiative and enterprise	<ul style="list-style-type: none"> asking questions regarding requirements and expectations gathering and interpreting information to support safe and efficient work inspecting quality of work on an ongoing basis making suggestions for continuous improvement providing feedback on procedures and processes recording basic information on the quality and other indicators of work outcomes.

EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

Planning and organising	<ul style="list-style-type: none"> directing correct product for dispatch identifying work requirements and work load priorities identifying and using relevant personal protective equipment (PPE) identifying and reporting issues affecting ability to meet work outcomes organising work area to maintain housekeeping standards planning work activities to meet daily work requirements selecting and organising relevant product and load-shifting equipment using stock rotation methods.
Self-management	<ul style="list-style-type: none"> accepting responsibility for quality of own work applying food safety practices identifying personal responsibilities keeping the work area clean and tidy at all times maintaining own work efficiency monitoring own work participating in OHS practices planning to meet required work outcomes of self and team.
Learning	<ul style="list-style-type: none"> asking questions to expand own knowledge assessing own competencies in meeting job requirements attending training or skill development activities identifying own skill requirements and seeking skill development if required listening to feedback and advice of supervisors.
Technology	<ul style="list-style-type: none"> using manual handling technologies in the workplace using computer software to generate forms and labels, and record information.

Packaging Rules**Packaging Rules**

A total of fifteen (15) units of competency must be achieved.

- four (4) core units *plus*
- three (3) sales and distribution specialist elective units (Group A) *plus*
- eight (8) elective units that may be selected from a combination of:
 - Group A sales and distribution specialist units not yet selected for this qualification
 - Group B elective units

- imported units from this Training Package or from any other nationally endorsed Training Package or accredited course. A maximum of three (3) units can be imported, however, at least two (2) of those units must be aligned to Certificate II or III level. Units must be relevant to seafood sales and distribution and not duplicate skills already selected.

Core units of competency

Unit code	Unit title
SFICORE101C*	Apply basic food handling and safety practices
SFICORE103C	Communicate in the seafood industry
SFICORE105B	Work effectively in the seafood industry
SFICORE106B	Meet workplace OHS requirements

** Note: SFICORE101C is not a required unit for operations that are growing or holding species not destined for human consumption. This includes ornamental or display species, stock for pearls, and stockers for conservation purposes. The unit FDFOP2063A Apply quality systems and procedures, is to be used in its place.*

Elective units of competency

Group A: Sales and distribution specialist units

Unit code	Unit title
SFIDIST201C	Prepare, cook and retail seafood products
SFIDIST202C	Retail fresh, frozen and live seafood
SFIEMS201B	Participate in environmentally sustainable work practices
SFIFISH209C	Maintain the temperature of seafood
SFIPROC102C	Clean work area
FDFFS2001A	Implement the food safety program and procedures
FDFOP2010A	Work with temperature controlled stock

Group B: Other elective units

Business services

Unit code	Unit title
BSBCUS201B	Deliver a service to customers
BSBINM201A	Process and maintain workplace information
BSBWOR204A	Use business technology
FNSACC301A	Process financial transactions and extract interim reports

Aquaculture operations

Unit code	Unit title
SFIAQUA205C	Feed stock
SFIAQUA206C	Handle stock
SFIAQUA209C	Manipulate stock culture environment
SFIAQUA213C	Monitor stock and environmental conditions
SFIAQUA221A	Control predators and pests
SFIAQUA222A	Control diseases

Occupational health and safety

Unit code	Unit title
HLTAID003	Provide first aid

Quality assurance and food safety

Unit code	Unit title
FDFOP2063A	Apply quality systems and procedures

Retail operations

Unit code	Unit title
SIRRMER001A	Merchandise food products*

Unit code	Unit title
	<i>SIRRFSA001A Apply retail food safety practices</i>
SIRRMER003A	Prepare and display fast food items* <i>SIRRFSA001A Apply retail food safety practices</i>
SIRRRPK001A	Advise on food products and services* <i>SIRRFSA001A Apply retail food safety practices</i>
SIRXCCS201	Apply point-of-sale handling procedures
SIRXCCS202	Interact with customers
SIRXCLM101	Organise and maintain work areas
SIRXFIN201	Balance and secure point-of-sale terminal
SIRXICT001A	Operate retail technology
SIRXINV001A	Perform stock control procedures
SIRXRSK001A	Minimise theft
SIRXSLS002A	Advise on products and services
SIRXSLS201	Sell products and services

Seafood processing

Unit code	Unit title
SFIPROC101C	Clean fish* <i>SFIPROC106B Work with knives</i>
SFIPROC105B	Fillet fish and prepare portions* <i>SFIPROC106B Work with knives</i>
SFIPROC106B	Work with knives
SFIPROC201C	Head and peel crustaceans
SFIPROC202C	Process squid, cuttlefish and octopus
SFIPROC203C	Shuck molluscs

Seafood transport and storage

Unit code	Unit title
SFISTOR202C	Receive and distribute product
SFISTOR203C	Assemble and load refrigerated product
SFISTOR204A	Prepare, pack and dispatch stock for live transport
SFISTOR205A	Prepare, pack and dispatch non-live product
TLID2013A	Move materials mechanically using automated equipment
TLID1001A	Shift materials safely using manual handling methods
TLID1002A	Shift a load using manually-operated equipment
TLID2004A	Load and unload goods/cargo
TLILIC2001A	Licence to operate a forklift truck