



Australian Government

**Assessment Requirements for RIICCR501D
Conduct sales in construction materials
operations**

Release: 2

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Modification History

Release	Comment
1	This unit replaces RIICCR501A Conduct sales in construction materials operations
2	Required frequency and volume of evidence amended in Performance evidence. Substantial amendments made in Assessment Conditions field, including: references to Industry Sectors, assessor and subject matter expert experience requirements, how assessment should be conducted and what it should confirm.

Performance Evidence

Evidence is required to be collected that demonstrates a candidate's competency in this unit. Evidence must be relevant to the roles within this sector's work operations and satisfy all of the requirements of the performance criteria of this unit and include evidence that the candidate:

- locates and applies relevant legislation, documentation, policies and procedures
- demonstrates completion of conducting sales in construction materials operations that safely, effectively and efficiently meets all of the required outcomes on more than one (1) occasion including:
 - accessing, interpreting and applying company sales systems and processes
 - conducting market information collection
 - identifying market opportunities and viable options and make appropriate selection of methods of conducting sales
 - planning for sales and allocates tasks to carry out sales activities
 - conducting cold calls
 - initiating and closing sales negotiations
 - applying company pricing structure when preparing quotes and tenders
 - costs products and communicates costs to others
 - reviewing sales operations, considers options for improvement, makes decision and implements continuous improvement activities
 - providing feedback to others on sales operations
 - maintaining written records for customer information, feedback, sales results, performance variances
 - preparing customer correspondence and sales reports

Knowledge Evidence

The candidate must demonstrate knowledge of conducting sales in construction materials operations through:

- site products and services
- competitor market information
- site pricing structure – transport, products, profit margins
- company systems – costing, invoicing credit, delivery
- sales techniques and strategies
- company delivery capabilities – loading equipment and transport capability
- customers profiles and processes
- contract law relevant to sales operations

Assessment Conditions

- An assessor of this unit must satisfy the requirements of the NVR/AQTF or their successors; and Industry regulations for certification and licensing; and,
- this unit must be assessed in the context of this sector’s work environment; and,
- this unit must be assessed in compliance with relevant legislation/regulation and using policies, procedures, processes and operational manuals directly related to the industry sector for which it is being assessed; and,
- assessment may be conducted in conjunction with the assessment of other Units of Competency; and,
- assessment must confirm consistent performance can be applied in a range of relevant workplace circumstances; and,
- assessors must demonstrate the performance evidence, and knowledge evidence as outlined in this Unit of Competency, and through the minimum years of current* work experience specified below in an Industry sector relevant to the outcomes of the unit; or,
- where the assessor does not meet experience requirements a co-assessment or partnership arrangement must exist between the qualified assessor and an Industry subject matter expert. The Industry subject matter expert should hold the unit being assessed (or an equivalent unit) and/or demonstrate equivalence of skills and knowledge at the unit level. An Industry technical expert must also demonstrate skills and knowledge from the minimum years of current work experience specified below in the Industry sector, including time spent in roles related to the unit being assessed; and,
- assessor and Industry subject matter expert requirements differ depending on the Australian Qualifications Framework Level (AQF) of the qualification being assessed and/or Industry Sector as follows:

Industry sector	AQF** Level	Required assessor or Industry subject matter expert experience
Drilling, Metalliferous Mining, Coal Mining, Extractive (Quarrying) and Civil Construction	1	1 Year
	2	2 Years

Drilling, Coal Mining and Extractive (Quarrying)	3-6	3 Years
Metalliferous Mining and Civil Construction	3-6	5 Years
Other sectors	Where this Unit is being assessed outside of the Resources and Infrastructure Sectors assessor and/or Industry subject matter expert experience should be in-line with industry standards for the sector in which it is being assessed and where no Industry standard is specified should comply with any relevant regulation.	

*Assessors can demonstrate current work experience through employment within Industry in a role relevant to the outcomes of the Unit; or, for external assessors this can be demonstrated through exposure to Industry by conducting frequent site assessments across various locations.

**Where a unit is being delivered outside of a Qualification the first numeric character in the Unit code should be considered to indicate the AQF level

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=88a61002-9a21-4386-aaf8-69c76e675272>