



Australian Government

SIRXSL003 Achieve sales results

Release: 1

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Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to drive the sales of products and services, and create a sales environment, to meet sales targets.

It applies to individuals working in frontline management roles in a diverse range of industry sectors and business contexts. They operate independently with some responsibility for others and decision making, and within established organisational policies and procedures.

No occupational licensing, certification or specific legislative requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Competency Field

Sales

Unit Sector

Cross-Sector

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes.

1. Identify sales targets.

2. Create a sales

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

1.1. Access and review sales targets.

1.2. Ensure sales targets are achievable and allow customer service standards to be maintained.

1.3. Review internal and external factors that may affect sales achievement and take measures to reduce impact.

1.4. Review past sales performance to inform achievement of sales targets.

1.5. Determine sales strategies for achieving sales targets.

2.1. Set and communicate team and individual sales targets.

- environment.
- 2.2.Ensure availability of adequate resources to achieve sales targets.
 - 2.3.Support team to achieve sales targets and provide feedback on performance.
 - 2.4.Resolve or limit operational issues that hinder sales target achievement.
3. Review sales targets.
- 3.1.Monitor achievement of sales targets, and provide feedback to team for ongoing improvement.
 - 3.2.Take corrective action when sales targets are not met.
 - 3.3.Report on sales target achievement in line with organisational reporting procedures.

Foundation Skills

Foundation skills essential to performance are explicit in the performance criteria of this unit of competency.

Unit Mapping Information

No equivalent unit.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=ca051b1b-5101-4ec2-ac1c-49699303188d>