



Australian Government

SIRSS00007 Sales

Release: 1

SIRSS00007 Sales

Modification History

The version details of this skill set are in the table below. The latest information is at the top.

Release	Comments
First Release	New skill set

Description

Not applicable.

Pathways Information

These units provide a credit towards the SIR40212 Certificate IV in Retail Management.

Licensing/Regulatory Information

Readers should ensure that they have also read the part of the Training Package that outlines licensing and regulatory requirements.

Skill Set Requirements

Units	Unit Code	Unit Title
	SIRRMER517	Develop and apply strategies for merchandising and corporate presentations
	SIRXFIN005A	Manage operations to budget
	SIRXSLS008A	Develop a sales strategy
	SIRXSLS009A	Manage sales teams

Target Group

This skill set provides the skills and knowledge required for a supervisor/manager in the retail services setting.

Suggested words for Statement of Attainment

These competencies from the SIR07 V3 Retail Services Training Package meet skills required to undertake the role of sales manager in a small retail store or department.