



SALES REPRESENTATIVE (INDUSTRIAL PRODUCTS)

(ANZSCO Code: 225411)

Group B



About this document

- » The following Information Sheet is for your reference only and should be used as a guide to assist with your Skills Assessment application to VETASSESS. This information is subject to change.
- » Please note that a Skills Assessment of the qualification involves assessment of both the qualification level and content. Qualifications are assessed according to the guidelines published by the Australian Government Department of Education, Skills and Employment.
- » The employment assessment involves determining the skill level and relevance of the tasks undertaken.
- » Integrity checks may be conducted to verify the qualification and employment claims made in an application.

Job description

A Sales Representative (Industrial Products) represents companies in selling a range of specialised chemicals, machinery, manufacturing materials or other industrial supplies.

Occupations considered under this ANZSCO code:

- » Technical Sales Representative (Industrial Products)
- » Sales Manager

Occupations not considered under this ANZSCO code:

- » Sales Representative (Medical and Pharmaceutical Products)
- » Technical Sales Representatives nec
- » ICT Sales Representative
- » Sales Representative (Business Solutions)
- » Sales Representatives nec

These occupations are classified elsewhere in ANZSCO or are not at the required skill level.

Sales Representative (Industrial Products) is a VETASSESS Group B occupation












This occupation requires a qualification assessed as comparable to the educational level of an Australian Qualifications Framework (AQF) Bachelor degree or higher.

Applicants can fulfil the assessment criteria for this occupation in four different ways.



Qualification and employment criteria

Applicants must have fulfilled at least one of the following four criteria (1–4):

GROUP B	Criteria for a positive Skills Assessment			
	Minimum comparable Bachelor or higher degree AQF level***	With highly relevant major field of study	Additional highly relevant qualifications*	Highly relevant employment duration**
1	 +	 +	N/A	+  1 YEAR minimum
2	 +	No highly relevant major	+  Minimum AQF Diploma level with highly relevant major	+  2 YEARS minimum
3	 +	No highly relevant major	+ No additional highly relevant qualifications	+  3 YEARS minimum
Pre-qualification methodology can apply to Group B occupations				
	Highly relevant employment duration**	With or without highly relevant major field of study	Additional highly relevant qualifications*	Comparable Bachelor degree AQF level
4	 +  Within last 5 years	+ N/A	+ N/A	+ 

* Additional qualifications in a highly relevant field of study include those comparable to the following levels:

- AQF Diploma
- AQF Advanced Diploma
- AQF Associate Degree or
- AQF Graduate Diploma

*** Bachelor degree or higher degree includes:

- AQF Master Degree or
- AQF Doctoral Degree

** Highly relevant paid employment duration (20 hours or more per week)

1–3

minimum years of employment highly relevant to the nominated occupation, completed at an appropriate skill level in the five years before the date of application for a Skills Assessment.

4

minimum 6 years of relevant employment required – five years of relevant employment (can be outside the last 5-year period) in addition to at least one year of highly relevant employment within the last five years before applying.



Qualification and employment criteria continued...

*If employment is prior to the completion of the qualification at the required level, an applicant must have at least one year of highly relevant employment at an appropriate skill level within the last five years. The remaining five years of pre-qualifying period may be within the last ten years.

A positive assessment of both qualification level and employment duration is required for a positive Skills Assessment outcome.

Qualification

AQF Bachelor degree or higher degree*

Highly relevant major fields of study include **disciplines relevant to the industrial products** represented for sale (e.g. Chemistry, Engineering, Machinery) and **Marketing**.

*This includes qualifications assessed at AQF Bachelor, Master and Doctoral level.

Employment

Highly relevant tasks include:

- » compiling lists of prospective client businesses using directories and other sources
- » acquiring and updating knowledge of employers' and competitors' goods and services, and market conditions
- » visiting regular and prospective client businesses to establish and act on selling opportunities
- » assessing customers' needs and recommending and explaining goods and services to them
- » monitoring customers' changing needs and competitor activity, and reporting these developments to sales management
- » quoting and negotiating prices and credit terms, and completing contracts and recording orders

- » arranging delivery of goods, installation of equipment and the provision of services
- » reporting to sales management on sales made and the marketability of goods and services
- » following up with clients to ensure satisfaction with goods and services purchased, and resolving any problems arising
- » preparing sales reports and maintaining and submitting records of business expenses incurred

Employment information

The occupation Sales Representative (Industrial Products) belongs to ANZSCO Unit Group 2254 Technical Sales Representatives, which means that applicants should be engaged in sales requiring technical knowledge to industrial establishments.

Industrial Products are materials or machinery used in an industrial context, i.e. for the production of other goods. They are made up of machinery, manufacturing plants, raw materials, and any other good or component used by industries. Consumer products requiring installation, such as solar panels and air conditioners, are not considered industrial products.

This occupation excludes positions that are based in a front-line setting, and/or based in a call centre setting where significant technical knowledge of products is not required. Positions that predominately involve the selling of products to individuals will not be assessed positively.

