



NQF Level 4 | merSETA



# Occupational Certificate: Automotive Sales Advisor

Master the art of automotive sales with comprehensive training in vehicle knowledge, customer relations, sales techniques, and industry best practices to excel as a professional automotive sales advisor.

**224**

Credits

**24**

Months

**NQF 4**

Level



## Qualification Overview

The purpose of this qualification is to prepare a learner to function as an Automotive Sales Advisor who sells vehicles, accessories, spare parts, and services in automotive retail and wholesale environments.

## Key Capabilities

Upon completion of this qualification, learners will be able to:

- ✔ Sell automotive vehicles to clients
- ✔ Sell automotive vehicle parts and accessories
- ✔ Sell automotive vehicle services
- ✔ Provide professional customer service in automotive retail environments
- ✔ Handle stock control and inventory management

- ✔ Understand vehicle finance processes

## Entry Requirements

- ✔ Minimum NQF Level 3 qualification in a related automotive sales industry field

## Qualification Modules

### Knowledge Modules (56 credits)

- Workplace Safety, Health, Environment and Quality Practices
- World of Work Fundamentals
- Customer Service
- Sell Products and Services
- Handling Stock
- Merchandise, Market and Promote Vehicle Stock
- Vehicle Finance
- Finalise the Sale

### Practical Skill Modules (48 credits)

- Work Safely
- Sell Automotive Products and Services
- Deal with and Promote Stock
- Control Inventory
- Carry Out Vehicle Service Operational Activities

### Work Experience Modules (120 credits)

- New and Used Car Sales Processes
- Vehicle Parts Sales Processes
- Stock Control Processes
- Vehicle Service Control Processes

## Articulation Options

## Horizontal Articulation

- Further Education Training Certificate: Generic Management
- Occupational Certificate: Retail Supervisor

## Vertical Articulation

- Occupational Certificate: Supply Chain Practitioner
- National Certificate: Generic Management

## Assessment

This qualification requires external integrated summative assessment through a QCTO accredited assessment center.

## Additional Information

This qualification is part of the Quality Council for Trades and Occupations (QCTO) framework and is designed to meet the needs of the automotive retail industry in South Africa. The combination of theoretical knowledge, practical skills, and work experience ensures that learners are fully prepared for the demands of working as an Automotive Sales Advisor in various automotive retail and wholesale settings.

### Qualification Details

SETA

**merSETA**

NQF Level

**Level 4**

Credits

**224 Credits**

Duration

**24 Months**

SAQA ID

**118097**

### **Career Opportunities**

-  Senior Sales Advisor
-  Used Car Sales Specialist
-  Fleet Sales
-  Sales Management

#### **Need Help?**

Contact our qualification specialists for guidance.

[help@speccon.co.za](mailto:help@speccon.co.za)

## **Related Qualifications**

Explore other automotive and sales qualifications



NQF Level 5

**Generic  
Management**



NQF Level 4

**Business  
Administration**



NQF Level 2

**Customer  
Service**



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