

Vehicle Sales NOS Suite Structure – draft

G1	Contribute to housekeeping in motor vehicle environments
G2	Reduce risks to health and safety in the motor vehicle environment
G3	Maintain positive working relationships in the motor vehicle environment
G6	Enable learning through demonstrations and instruction
IMIVS1	Brand, product and market awareness in the vehicle sales and supply business
IMIVS2	Understanding fleet and business buyers needs
IMIVS3	Comply with the legal requirements and regulations of vehicle sales
IMIVS4	Self management and administration in a vehicle sales environment
IMIVS5	Handling telephone and digital sales enquiries
IMIVS6	Understanding and presenting the sales offer
IMIVS7	Automotive retail sales
IMIVS8	Delivering a product or service presentation
IMIVS9	Conducting vehicle demonstration drives
IMIVS10	Presenting finance and insurance services for vehicle sales
IMIVS11	Appraising vehicles for part exchange
IMIVS12	Managing Customer relationships in a vehicle sales environment
IMIVS13	Vehicle order to customer handover
IMIVS14	Vehicle Sales Customer – On site visit
IMIVS15	Process payment transactions in the retail sales environment (New NOS Unit)