

Sales Advisor - Retail Specialist

COURSE CONTENT

Customer Service	5N0972
Retail Security	5N1777
Marketing Practice	5N1400
Retail Display	5N1861
Retail Selling	5N1619
Spreadsheet Methods	5N1977
Teamworking	5N1367
Work Experience	5N1356

Additional Training/Workshops

Manual Handling Training and Certification

Digital Media

Entrepreneurial Skills

Professional Styling & Image

INTRODUCTION

Retail is all about giving the customer what they want and delivering it effectively. If you think you have what it takes to help a business succeed in retail then this is your starting point. Learn all about the marketable skills of display, selling and online marketing in order to ensure customer satisfaction and successful sales in partnership with some of Cork's major retailers. Students participate in site visits and Institute events.

ENTRY REQUIREMENTS

Leaving Certificate, LCA or QQI Level 4. Mature students are exempt from Leaving Certificate requirement. All applicants are interviewed. An offer of a place on this course is contingent on the applicant meeting the entry requirements set out here and satisfactory presentation at interview.

CERTIFICATION

QQI Level 5 Certificate in Retail Practice 5M2105

QQI Component Maths 5N1833 (available as option in the evening for learners requiring Maths for progression).

WORK PLACEMENT/EXPERIENCE

Students undertake work placement one day per week in partnership with a number of nominated retail outlets for the duration of the year. Students are assigned to one of the partnership companies for their placement.

EDUCATION PROGRESSION OPPORTUNITIES

WIT: Retail Management (WD184) **CIT/MTU:** Business Studies (CR021), Business Administration (CR022) **CCOC:** QQI Level 6 Advanced Business & Administration 6M4985, QQI Level 6 Advanced Marketing with Event Management (Business) 6M4985

Special arrangements in place with CIT/MTU (CCPS), Tralee IT/MTU and Waterford IT for preferential entry for CCOC students. Up to 390 CAO points for any IT can be attained. Go to our progressions database at <https://corkcollegeofcommerce.ie/progressions/> for exact requirements on progressions for this course.

CAREER OPPORTUNITIES

Retail assistant, retail advisor, merchandiser.

CONTACT DETAILS

For further information email:

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(021) 4223853

Course fees outlined on
www.corkcollegeofcommerce.ie