



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Wholesale and Retail Career Opportunities Identification

Services / Wholesale and Retail

Unit Standard 259937 · NQF Level 1 · 8 Credits · 5 Days

COURSE OVERVIEW

This course equips learners with the knowledge and skills to identify and evaluate career opportunities within the wholesale and retail sector. It covers industry structure, job roles, and pathways for career advancement, enabling learners to make informed decisions about their professional development.

Category	Services
Subfield	Wholesale and Retail
Unit Standard	259937
Accreditation	SAQA Accredited · NQF Level 1 · 8 Credits
Duration	5 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Identify the structure and key sub-sectors of the wholesale and retail industry in South Africa.
- Describe the range of career opportunities and job roles available within the sector.
- Analyze the skills, qualifications, and experience required for different career paths.
- Evaluate personal strengths and interests to match with suitable career options.
- Apply strategies to access career information and development resources.
- Demonstrate an understanding of industry trends and their impact on career opportunities.

WHO SHOULD ATTEND

- This course is ideal for individuals seeking to enter or advance in the wholesale and retail sector, including job seekers, entry-level employees, and career changers.
- It is also suitable for supervisors and team leaders who guide staff development.

COURSE OUTLINE

Day 1: Introduction to the Wholesale and Retail Sector

- Overview of the wholesale and retail sector
- Economic contribution and industry trends
- Types of businesses: wholesalers, retailers, and distributors
- Key role players: suppliers, customers, and regulators
- Introduction to career pathways and job families

Day 2: Career Opportunities in Wholesale and Retail

- Sales and customer service roles
- Supply chain and logistics careers
- Merchandising and buying positions
- Management and supervisory roles
- Specialised careers: marketing, finance, and human resources
- Skills and qualifications needed for different roles

Day 3: Skills and Competencies for Success

- Communication and interpersonal skills
- Numeracy and financial literacy
- Customer service excellence
- Problem-solving and decision-making
- Teamwork and leadership
- Technical skills: stock control, point of sale, and inventory management
- Identifying personal skill gaps and development plans

Day 4: Career Planning and Job Search Strategies

- Setting career goals and creating an action plan
- Job search methods: online portals, agencies, and networking
- Writing a targeted CV and cover letter
- Interview preparation and techniques
- Building a professional network
- Utilising social media for career development

Day 5: Practical Application and Integration

- Case studies of successful careers in wholesale and retail
- Group activity: developing a career action plan
- Peer review and feedback on career plans
- Guest speaker or industry insights (if available)
- Course review and assessment
- Next steps: further training, job shadowing, and mentorship

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **8 NQF credits** at **NQF Level 1**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 23,000.00	R 23,000.00
1	In-House	R 29,900.00	R 29,900.00
1	On-Campus (Pretoria)	R 34,500.00	R 34,500.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	14 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Abu Dhabi, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Pretoria, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
10 Aug 2026	14 Aug 2026	On-Campus	Cape Town, South Africa
10 Aug 2026	14 Aug 2026	On-Campus	Mauritius
17 Aug 2026	21 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	21 Aug 2026	On-Campus	Pretoria, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 259937) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call **+27 12 004 8389** or WhatsApp **+27 65 077 6310** and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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