

Overview

This standard covers the skills and knowledge required to sell wood fuel products to customers. It involves relaying the benefits of products to customers, negotiating terms and preparing and agreeing supply contracts. It also covers seeking out tendering opportunities and preparing tenders. It can be used to sell wood chips, wood pellets, wood briquettes, firewood or charcoal to end users or retailers.

Performance criteria

You must be able to:

1.
comply with health and safety requirements and procedures at all times
 - 1.1 decide if wood fuel products should be sold by weight volume or

Knowledge and understanding

You need to know and understand:

1.
legal duties for health and safety in the workplace and legislation covering your job role
 - 1.1
relevant legislation and requirements relating to clean wood fuels
 - 1.2
comparative features, and benefits of wood fuel products you are

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Sell wood fuel products



Developed by	Proskills
Version Number	2
Date Approved	01 Jan 2019
Indicative Review Date	01 Jan 2023
Validity	Current
Status	Original
Originating Organisation	Proskills
Original URN	prowfp8
Relevant Occupations	Furniture Makers and Other Craft Woodworkers
Suite	Wood Fuel
Keywords	Wood; Fuel; Selling; Products
