

IBSA ESCAN 2009 Occupations and Qualifications in Demand

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
BUSINESS SERVICES			
541112 / 611312 / 639311	Call or Contact Centre Operator	BSB20207 BSB30207 BSB40307 BSB50307	Certificate II in Customer Contact Certificate III in Customer Contact Certificate IV in Customer Contact Diploma of Customer Contact
542111 / 542113 / 542114	Receptionist	BSB30407 BSB41107 BSB50807	Cert III in Business Administration Cert IV in Business Administration Dip of Business Administration
541111	Call or Contact Centre Team Leader	BSB31207 BSB40807 BSB40307 BSB50307	Certificate III in Frontline Management Certificate IV in Frontline Management Certificate IV in Customer Contact Diploma of Customer Contact
639311	Telemarketer	BSB20207 / ICT20102	Certificate II in Customer Contact
149211	Customer Contact Manager	BSB40307 BSB40807 BSB50307 BSB60307 BSB51107	Certificate IV in Customer Contact Certificate IV in Frontline Management Diploma of Customer Contact Advanced Diploma of Customer Contact Diploma of Management
131112	Sales and Marketing / Business Development Manager	BSB41307 BSB51207 BSB50107	Certificate IV in Marketing Diploma of Marketing Diploma of Advertising
611312	Sales Representative	BSB20207 / ICT20102 BSB40607 BSB30207 BSB40307 BSB50307	Certificate II in Customer Contact Certificate IV in Business Sales Certificate III in Customer Contact Certificate IV in Customer Contact Diploma of Customer Contact
132311	Human Resource Administrator / Manager	BSB50607 BSB60907 BSB70108	Diploma of Human Resources Management Advanced Diploma of Management (Human Resources) Vocational Graduate Certificate in Management (Learning)
531111	General Administrative Officer	BSB30407 BSB41107 BSB50807	Cert III in Business Administration Cert IV in Business Administration Diploma of Business Administration
132411	Business Policy and Planning Manager (including international)	BSB30407 BSB40507 BSB50107	Cert III in Business Administration Certificate IV in Business Administration Diploma of Advertising
132311	OHS Manager	BSB41407 BSB51307 BSB60607	Certificate IV in Occupational Health and Safety Diploma of Occupational Health and Safety Advanced Diploma of Occupational Health and Safety
511111 / 511112	Contract Program and Project Manager / Administrator	BSB41507 BSB51407 BSB60707	Certificate IV Project Management Diploma of Project Management Advanced Diploma of Project Management
225112	Market Research Analyst	BSB41307 BSB51207	Certificate IV in Marketing Diploma of Marketing

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
251312	OH&S Officer / Advisor	BSB30707 BSB41407 BSB51307	Certificate III in Occupational Health and Safety Certificate IV in Occupational Health and Safety Diploma of Occupational Health and Safety
221111	Accountant	FNS40207 FNS40604 FNS50204 FNS60204	Certificate IV in Financial Services – Bookkeeping Certificate IV in Financial Services – Accounting Diploma of Accounting Advanced Diploma of Accounting
132111 / 111211	Corporate Services Manager	BSB50407 BSB60407	Diploma of Business Administration Advanced Diploma of Management
521111	Personal Assistant and/or Secretary	BSB30407 BSB41107 BSB50807	Cert III in Business Administration Cert IV in Business Administration Diploma of Business Administration
512299 / 599112	Para-legal Professional	BSB41207 BSB51007	Certificate IV in Legal Services Diploma of Legal Services
599411 / 223111	HR Clerk / HR Officer	BSB41007	Certificate IV in Human Resources
551211	Bookkeeper	FNS30104 FNS30404 FNS40207	Cert III in Financial Services Cert III in Financial Services (Accounts Clerk) Cert IV in Financial Services (Bookkeeping)
132111 / 132411	Corporate Social Responsibility Manager *	BSB51107 BSB60407	Diploma of Management, including Business Continuity and Sustainability units Advanced Diploma of Management, including Business Continuity and Sustainability units
CULTURAL AND RELATED INDUSTRIES			
232414	Web designer	ICA30105 CUF40207 ICA40305	Certificate III in Information Technology Certificate IV in Interactive Digital Media Certificate IV in Information Technology (Websites)
261212	Multimedia Specialist and Web Developer	ICA40305 ICA50605	Certificate IV in Information Technology (Websites) Diploma of Information Technology (Website Development)
212318	Video Producer	CUF40207	Certificate IV in Interactive Digital Media
212312 / 212111	Artistic Director	CUF50107 CUF60107	Diploma of Screen and Media Advanced Diploma of Screen and Media
232411	Graphic Designer	CUV30303 ICP30305 CUF40207 ICA40805 CUF50207	Certificate III in Design Fundamentals Certificate III in Printing and Graphic Arts (Multimedia) Certificate IV in Interactive Digital Media Certificate IV in Information Technology (Multimedia) Diploma of Interactive Digital Media
272611	Community Cultural Development Officer	CUV40503 CUV60103	Certificate IV in Arts Administration Diploma of Arts Administration
599912	Post-production Media Technician	CUF20107 CUF30107 CUF40107 CUF40207 CUF50107	Certificate II in Creative Industries (Media) Certificate III in Media Certificate IV in Screen and Media Certificate IV in Interactive Digital Media Diploma of Screen and Media
211311	Photographer	CUV50407	Diploma of Photoimaging

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
232413	Multi / New Media Designer	ICP30305 CUF40207 ICA40805 CUF50207 BSB30307 BSB40407 BSB51107	Certificate III in Printing and Graphic Arts (Multimedia) Certificate IV in Interactive Digital Media Certificate IV in Information Technology (Multimedia) Diploma of Interactive Digital Media Certificate III Micro Business Operations [customised for innovation competencies] Certificate IV in Small Business Management [customised for innovation competencies] Dip of Small Business Management [customised for innovation competencies]
139911	Arts Administrator / Manager	CUV40503 CUV60103	Certificate IV in Arts Administration Diploma of Arts Administration
249299	Private Teacher / tutor (art, dance, drama, music)	TAA40104	Certificate IV in Training and Assessment
211213	Musician (Instrumental)	CUS50101 CUS60101	Diploma of Music Advanced Diploma of Music
399512	Camera Operator (film, television or video)	CUF40307	Certificate IV in Broadcast Technology
399312	Library Technician	CUL30104 CUL40104 CUL40204	Certificate III in Library/Information Services Certificate IV in Library/Information Services Certificate IV in Museum Practice
149912	Cinema Theatre / Facilities Manager	CUE50403 CUE60403	Diploma of Venues and Events Advanced Diploma of Venues Events
212312	Director (film, television, radio or stage)	CUE30203 CUE40303 CUE50303 CUE60203 CUF40107 CUF50107	Certificate III in Live Production, Theatre and Events (Technical Operations) Certificate IV in Live Production, Theatre and Events (Technical Operations) Diploma of Live Production, Theatre and Events (Technical Operations) Advanced Diploma of Live Production, Theatre and Events (Technical Operations) Certificate IV in Screen and Media Diploma of Screen and Media
	Knowledge Manager *	CUL30104 CUL40104 CUL40204	Certificate III in Library/Information Services Certificate IV in Library/Information Services Certificate IV in Museum Practice
EDUCATION			
223311	Training and Development Professional	TAA40104 TAA50104	Certificate IV in Training and Assessment Diploma of Training and Assessment
	Workplace / VET Trainer / Assessor	TAA40104 TAA50104	Certificate IV in Training and Assessment Diploma of Training and Assessment
422116	Education/Teachers' Aide		(No IBSA TP qualification available)
132311 / 223311	Training Centre Manager	BSB51107 TAA40104 TAA50104	Diploma of Management Certificate IV in Training and Assessment Diploma of Training and Assessment
242211	Vocational Education Teacher	TAA40104 TAA50104	Certificate IV in Training and Assessment Diploma of Training and Assessment
272111	Career Counsellor/Adviser		(No IBSA TP qualification available)

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
249111	Curriculum Advisory Teacher E-learning		(No IBSA TP qualification available)
2491	Education Adviser and Reviewer		(No IBSA TP qualification available)
2493	Teacher of English to Speakers of Other Languages		(No IBSA TP qualification available)
242211	Trade Trainer	TAA40104 TAA50104	Certificate IV in Training and Assessment Diploma of Training and Assessment
422112	Integration Aide		(No IBSA TP qualification available)
FINANCIAL SERVICES			
222311	Financial Planner	FNS40704 FNS450804	Certificate IV in Financial Services (Financial Practice Support) Diploma of Financial Services (Financial Planning)
222312	Superannuation Funds Manager	FNS40904 FNS50904	Certificate IV in Financial Services (Superannuation) Diploma of Financial Services (Financial Markets)
552211	Managers Credit / Audit Compliance	FNS40304	Certificate IV in Financial Services (Credit Management)
132211 / 149914 / 222312	Financial Services Manager	FNS30304 FNS40704 FNS50204 FNS50504 FNS50704 FNS50804 FNS51004 FNS51204 FNS51304	Certificate III in Financial Services – Accounts Clerical Certificate IV in Financial Services (Financial Practice Support) Diploma of Accounting Diploma of Financial Services (Finance / Mortgage Broking Management) Diploma of Financial Services (Personal Trustees) Diploma of Financial Services (Financial Planning) Diploma of Financial Services (Financial Markets) Diploma of Financial Services (Banking) Diploma of Financial Services (Consumer Education)
221111	Insolvency Officers *	FNS51104	Diploma of Financial Risk Management
INFORMATION AND COMMUNICATIONS TECHNOLOGIES			
261212	Multimedia Specialist and Web Developer	ICP30305 CUF40207 ICA40805 CUF50207	Certificate III in Printing and Graphic Arts (Multimedia) Certificate IV in Interactive Digital Media Certificate IV in Information Technology (Multimedia) Diploma of Interactive Digital Media
263112	ICT Helpdesk Officer	ICA30105 ICA40405	Certificate III in Information Technology Certificate IV in Information Technology (Networking)
263312 / 263111	Computer Network Professionals	ICA30105 ICA40305 ICA10105 ICA40405 ICA50405 ICA60205	Certificate III in Information Technology Certificate IV in Information Technology (General) Diploma in Information Technology (General) Certificate IV in Information Technology (Networking) Diploma of Information Technology (Networking) Advanced Diploma of Information Technology (Network Security)
261111 / 261313	Software and Applications Programmer	ICA40505 ICA50705	Certificate IV in Information Technology (Programming) Diploma of Information Technology (Software Development)

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
313199	ICT Support Technician	ICA30105 ICA40305 ICA10105	Certificate III in Information Technology Certificate IV in Information Technology (General) Diploma in Information Technology (General)
212415	Technical Writers	ICA40305 ICA50605	Certificate IV in Information Technology (Websites) Diploma of Information Technology (Website Development)
135111 / 135199	Chief Information Officer	ICA50205 ICA60105 ICA60205	Diploma of Information Technology (Project Management) Advanced Diploma of Information Technology (Process Improvement) Advanced Diploma of Information Technology (Network Security)
263299	ICT Support and Test Engineers	ICA30105 ICT40508 ICA40305 ICA10105	Certificate III in Information Technology Certificate IV in Telecommunications Networks Certificate IV in Information Technology (General) Diploma in Information Technology (General)
135112	ICT Project Manager	ICA50205 ICA60105	Diploma of Information Technology (Project Management) Advanced Diploma of Information Technology (Process Improvement)
261111 / 261112	ICT Business and Systems Analyst	ICA40505 ICA50405 ICA50605 ICA60205	Certificate IV in Information Technology (Programming) Diploma of Information Technology (Networking) Diploma of Information Technology (Website Development) Advanced Diploma of Information Technology (Network Security)
135199	ICT Managers	ICA50205 ICA60105 ICA60205	Diploma of Information Technology (Project Management) Advanced Diploma of Information Technology (Process Improvement) Advanced Diploma of Information Technology (Network Security)
312412	Digital Communication Technician *	ICT20508 ICT30508 ICT40208	Certificate II in Telecommunications Digital Reception Technology Certificate III in Telecommunications Digital Reception Technology Certificate IV in Telecommunications Engineering
262111 / 262112	Database and Systems Administrator or ICT Security Specialist	ICA60205	Advanced Diploma of Information Technology (Network Security)
262111 / 263212 / 263299 / 263311 / 263312	ICT Professional	ICA10105 ICA50805 ICA50705 ICA50405 ICA60205 ICA50405	Diploma in Information Technology (General) Diploma in Information Technology (Systems Analysis and Design) Diploma of Information Technology (Software Development) Diploma of Information Technology (Networking) Advanced Diploma of Information Technology (Network Security) Diploma of Information Technology (Websites)

ANZSCO	Occupation / Job Role	Training Package Reference and Qualification	
313214 / 342414	Broadband Technician *	ICT20208 / ICT20202 ICT30208 / ICT30202 ICT40208	Certificate II in Telecommunications Certificate III in Telecommunications Certificate IV in Telecommunications Engineering
PRINTING AND GRAPHIC ARTS			
232411	Graphic Designer	CUV30303 CUF40207 CUV60307 ICP30105 ICP30305	Certificate III in Design Fundamentals Certificate IV in Interactive Digital Media Associate Diploma of Creative Product Development Certificate III in Printing and Graphic Arts (Graphic Design Production) Certificate III in Printing and Graphic Arts (Multimedia)
899511 / 899512	Printing Table Worker / Printer's Assistant *	ICP20405 ICP30605	Certificate II in Printing and Graphic Arts (Print Production Support) Certificate III in Printing and Graphic Arts (Print Production Support)
392111	Binder and Finisher *	ICP20605 ICP30705	Certificate II in Printing and Graphic Arts (Converting, Binding and Finishing) Certificate III in Printing and Graphic Arts (Print Finishing)