

## Information sheet



# MARKETING SPECIALIST

(ANZSCO Code: 225113)

Group B



### About this document

- » The following Information Sheet is for your reference only and should be used as a guide to assist with your Skills Assessment application to VETASSESS. This information is subject to change.
- » Please note that a Skills Assessment of the qualification involves assessment of both the qualification level and content. Qualifications are assessed according to the guidelines published by the Australian Government Department of Education and Training.
- » The employment assessment involves determining the skill level and relevance of the tasks undertaken.
- » Integrity checks may be conducted to verify the qualification and employment claims made in an application.

### Job description

A Marketing Specialist identifies market opportunities and advises on the development, coordination and implementation of plans for pricing and promoting an organisation's goods and services.

### Occupations considered suitable under this ANZSCO code include, but are not limited to:

- » Marketing Consultant
- » Marketing Coordinator
- » Marketing Officer
- » Brand Manager
- » Category Manager
- » Product Manager
- » Sales Promotion Officer

### Occupations not considered under this ANZSCO code:

- » Market Research Analyst
- » Advertising Specialist
- » Sales and Marketing Manager
- » Technical Sales Representatives
- » Sales Workers

These occupations are classified elsewhere in ANZSCO.

### Marketing Specialist is a VETASSESS Group B occupation.

This occupation requires a qualification assessed as comparable to the educational level of an Australian Qualifications Framework (AQF) Bachelor degree or higher.

Applicants can fulfil the assessment criteria for this occupation in four different ways.














Quality  
ISO 9001

SAI GLOBAL

Infosheet: Marketing Specialist  
ANZSCO Code: 225113 Date Created: September 2021

## Qualification and employment criteria

Applicants must have fulfilled at least one of the following four criteria (1-4):

GROUP B	Criteria for a positive Skills Assessment			
	Minimum comparable Bachelor or higher degree AQF level***	With highly relevant major field of study	Additional highly relevant qualifications*	Highly relevant employment duration**
1	 +	 +	N/A	 1 YEAR minimum
2	 +	No highly relevant major	 Minimum AQF Diploma level with highly relevant major	 2 YEARS minimum
3	 +	No highly relevant major	No additional highly relevant qualifications	 3 YEARS minimum
Pre-qualification methodology can apply to Group B occupations				
	Highly relevant employment duration**	With or without highly relevant major field of study	Additional highly relevant qualifications*	Comparable Bachelor degree AQF level
4	 5 YEARS minimum +  1 YEAR minimum Within last 5 years	+ N/A	+ N/A	+ 

\* Additional qualifications in a highly relevant field of study include those comparable to the following levels:

- AQF Diploma
- AQF Advanced Diploma
- AQF Associate Degree or
- AQF Graduate Diploma

\*\*\* Bachelor degree or higher degree includes:

- AQF Master Degree or
- AQF Doctoral Degree

\*\* Highly relevant paid employment duration (20 hours or more per week)

1-3

minimum years of employment highly relevant to the nominated occupation, completed at an appropriate skill level in the five years before the date of application for a Skills Assessment.

4

minimum 6 years of relevant employment required – Five years of relevant employment (can be outside the last 5-year period) in addition to at least one year of highly relevant employment within the last five years before applying.



## Qualification and employment criteria continued

\*If employment is prior to the completion of the qualification at the required level, an applicant must have at least one year of highly relevant employment at an appropriate skill level within the last five years. The remaining five years of pre-qualifying period may be within the last ten years.

A positive assessment of both qualification level and employment duration is required for a positive Skills Assessment outcome.

## Qualification

AQF Bachelor degree or higher degree\*

Highly relevant major fields of study include:

- » Marketing
- » Advertising
- » Business Communications
- » Public Relations

Qualifications in fields such as Business Management, Business and Commerce will be considered on a case-by-case basis if they demonstrate sufficient coverage of any of the four areas listed above. Applicants should provide details of projects or internships completed as part of their qualifications, if relevant.

\*This includes qualifications assessed at AQF Bachelor, Master and Doctoral level.

## Employment

Pre-qualification employment can be considered for this occupation. Highly relevant tasks include:

- » Supporting business growth and development through the preparation and execution of marketing objectives, policies and programs
- » Commissioning and undertaking market research to identify market opportunities for new and existing goods and services
- » Advising on all elements of marketing such as product mix, pricing, advertising and sales promotion, selling, and distribution channels

## Additional tasks may include:

- » Analysing data to develop marketing strategies and plans
- » Developing ideas for marketing campaigns
- » Liaising with external vendors and agencies
- » Providing advice on digital marketing strategies, SEO, social media marketing, and associated analytics

Positions based in a front-line retail setting and positions predominately involving direct client transactional interaction on a regular basis will not be accepted.



## Employment continued

The following table illustrates the similarities and differences between the occupations in this ANZSCO Unit Group:

	ADVERTISING SPECIALIST	MARKETING SPECIALIST	MARKET RESEARCH ANALYST
<b>ANZSCO Definition</b>	According to ANZSCO, an Advertising Specialist devises and coordinates advertising campaigns which encourage consumers to purchase particular goods or services.	According to ANZSCO, a Marketing Specialist identifies market opportunities and advises on the development, coordination and implementation of plans for pricing and promoting an organisation's goods and services.	According to ANZSCO, a Market Research Analyst determines the market for new goods and services, develops advertising strategies, and evaluates the best business sites for commercial organisations.
<b>Alternative Titles</b>	<b>These include:</b> <ul style="list-style-type: none"> <li>» Advertising Account</li> <li>» Executive</li> <li>» Advertising Account Manager</li> <li>» Creative Director (Advertising)</li> </ul>	<b>These include:</b> <ul style="list-style-type: none"> <li>» Marketing Consultant</li> <li>» Marketing Coordinator</li> <li>» Marketing Officer</li> </ul>	(No common alternative titles)
<b>Scope of Activity</b>	Advertising is focused on segmentation of audiences, encouraging sales and drawing attention to the product through strategic placement of content or imagery through means such as newspapers, magazines, direct mail, billboards, TV, radio, online platforms etc. It also involves developing and organising advertising policies and campaigns to support sales objectives, create consumer awareness and/or promote the goods and services of the business.	The practice of marketing is broader in scope than that of advertising and involves promoting a company's or client's products or services by marketing existing products, helping to develop new products to cater for consumer demand, or developing markets for new products or services.	Market research is concerned with both quantitative and qualitative research. Market researchers conduct research and analysis to highlight key consumer insights and market trends to inform business decisions and guide marketing strategies.
<b>Focus of Role</b>	The scope of an Advertising Specialist's role includes coordinating production of advertising campaigns involving specialised activities, such as artwork, copywriting, media scripting, television and film production and media placement, identifying trends and insights.	The scope of a Marketing Specialist's role includes advising on all elements of marketing such as product mix, pricing, advertising and sales promotion, selling, and distribution channels.	The scope of a Market Research Analyst's role includes analysing data regarding consumer patterns and preferences, researching potential demand and market characteristics for new goods and services by collecting and analysing data and other statistical information.



## Supporting material for assessment

Applicants nominating this occupation are required to provide:

- » A Curriculum Vitae / Resume

---

- » An organisational chart for each period of employment. This should include the company letterhead, an applicant's job position and those of her/his superiors and subordinates as well as all positions reporting to the applicant's immediate supervisor and her/his direct subordinates.

---

Applicants are also advised to provide samples of some of the following supplementary material, if possible:

- » Marketing plans

---

- » Marketing collateral

---

- » Contracts if relevant to role performed

---

## Post assessment

After receiving a positive skills assessment from VETASSESS and having a skilled visa granted by the Department of Home Affairs, applicants looking to develop their marketing career in Australia may consider professional membership. The Australian Marketing Institute (AMI) is the association for professional marketers and sets the industry standard for marketing practitioners in Australia.

The AMI provides a wide range of opportunities, including learning and development, education and networking across Australia. An AMI membership may assist with professional fulfillment and career advancement.

For more information on AMI's membership services, applicants can contact AMI directly:

<https://memberhub.ami.org.au/ami-professional-membership>

