



| NSW Department of Education

Motor Vehicle and Vehicle Parts Salesperson

Motor vehicle and vehicle parts salespersons sell motor vehicles, boats, caravans, earthmoving equipment, vehicle accessories and parts in retail and wholesale establishments.

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Job title examples

- Motor Vehicle / Caravan Salesperson
- Motor Vehicle Parts / Parts Interpreter /Automotive Parts Interpreter
- Car Sales Consultant
- Automotive Sales Consultant
- Vehicle Salesperson / Consultant

What motor vehicle and vehicle parts salespersons do

- determine customer requirements and advise on product range, price, delivery, warranties and product use and care
- show vehicles to customers and test driving vehicles with customers
- sell motor vehicles and vehicle products such as parts, tyres, lubricating oils, batteries, car stereos and alarms
- take sales orders and prepare contracts of sale
- receive orders for parts
- determine part sizes and details such as vehicle make, model, manufacturer and year
- search lists of parts to identify part numbers, price and availability

Main employing industries

- Wholesale trade
- Retail trade

Qualifications

The following government subsidised qualifications are available in NSW:

Certificate II in Automotive Sales available as a traineeship or qualification

Certificate III in Automotive Sales available as a traineeship, apprenticeship or qualification

Apprenticeships and traineeships: Find out how to get an [apprenticeship or traineeship](#).

Course fees: You may be eligible for government subsidised training under Smart and Skilled. Go to the [Course Finder](#) to find training in your area, estimate your fee and find a training provider.

Job prospects and pay

- There are around 9,188 motor vehicle and vehicle parts salespersons working in NSW.
- Over the next four years, employment in this occupation is expected to decline in NSW.

Average weekly full time earnings (before tax):

- Motor vehicle and vehicle parts salespersons: \$1,152
- All occupations: \$1,200

Related jobs

- Insurance agent
- Real estate sales agent
- Sales assistant
- Sales representative
- Pharmacy sales assistant



To find out more regarding these related jobs, visit education.nsw.gov.au/job-guides.

Information sources

Occupations: Australian Bureau of Statistics, Australian and New Zealand Standard Classification of Occupations, 1220.0

Employment: Australian Bureau of Statistics, Labour Force, Australia, Detailed, Quarterly, 6291.0.55.003

Skills shortages: Department of Employment, Skill Shortage List NSW 2015-16

Job prospects: Centre of Policy Studies (CoPS), Victoria University, Employment Forecast Data for NSW 2015/16 to 2022/23

Earnings: Department of Employment, joboutlook.gov.au, based on ABS Characteristics of Employment Survey, August 2014