



| NSW Department of Education

Sales Assistant

Sales assistants sell goods and services, such as food, clothing, hardware, household appliances, office supplies and cosmetics, in retail and wholesale establishments.

education.nsw.gov.au



Job title examples

- Sales Assistant / Retail Sales Assistant
- Computer Salesperson
- Cosmetic Consultant
- Delicatessen Assistant / Seafood Sales Assistant
- Electrical Goods Sales Assistant / Hardware Sales Assistant
- Fashion Sales Assistant
- Fast Food Sales Assistant
- Shelf Filler
- Newsagent

What sales assistants do

- determine customer requirements and advise on product range, price, delivery, warranties and product use and care
- demonstrate and explain to customers the establishment's goods and services
- sell food, beverages, clothing, footwear and other personal and household goods and services
- accept payment for goods and services by a variety of payment methods and prepare sales invoices
- assist with the ongoing management of stock such as product inventories and participate in stocktakes

Main employing industries

- Accommodation and Food Services
- Retail Trade

Qualifications

The following government subsidised qualifications are available in NSW:

Certificate II in Timber Merchandising available as a traineeship or qualification



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

Certificate II in Retail Services available as a traineeship or qualification

Certificate II in Retail Cosmetics available as a traineeship or qualification

Certificate II in Seafood Industry (Sales and Distribution) available as a traineeship or qualification

Certificate III in Seafood Industry (Sales and Distribution) available as a traineeship or qualification

Certificate III in Retail Services available as a traineeship 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 168,833 sales assistants 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):

- Sales assistant: \$800
- All occupations: \$1,200

Related jobs

- Retail Supervisor
- Retail Manager
- Motor Vehicle and Vehicle Parts Salesperson
- Pharmacy Sales Assistant
- Service Station Attendant
- Other Sales Assistants and Salespersons

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