

Fast Facts: Career of the Month (Feb 2017)

Motor Vehicle Salesperson (NOC 6411)

Part of NOC: Sales and account representatives - wholesale trade (non-technical)

Statistics from www.workbc.ca, Career Cruising, Service Canada and BC Labour Market Report



Sales representatives, wholesale trade (non-technical):

- sell non-technical goods and services to retail, wholesale, commercial, industrial, professional and other clients domestically and internationally
- work for establishments that produce or provide goods and services, such as petroleum companies; food, beverage and tobacco producers; clothing manufacturers; motor vehicles and parts manufacturers; hotels; business services firms; and transportation companies

Sales representatives, wholesale trade (non-technical), perform some or all of the following duties:

- promote sales to existing clients
- identify and solicit potential clients
- provide clients with presentations on the benefits and uses of goods or services
- estimate or quote prices, credit or contract terms, warranties and delivery dates
- prepare or oversee preparation of sales or other contracts
- talk to clients after sale or signed contracts to solve problems and to provide ongoing support
- review and adapt to information regarding product innovations, competitors and market conditions
- represent companies that export and import products or services to and from foreign countries
- may conduct sales transactions through internet-based electronic commerce
- may supervise the activities of other sales representatives

Work Environment

- Key aspects of the work in this occupational group:
- Work generally takes place in a conventional indoor setting.

Labour force by industry

- Wholesale and Retail Trade 57%
- Manufacturing 12%
- Information, Culture and Recreation 7%
- Professional, Scientific, and Technical Services 7%
- Transportation and Warehousing 4%

Common Job Titles:

- advertising agent / agency broker
- agent - booking / reservation / catalogue
- agent, freight traffic / transfer company
- auctioneer
- commercial traveller - wholesale
- contact person, recordings
- distributor, oil
- exporter
- grain broker / dealer / merchandiser
- manufacturer's agent/ representative
- purveyor, wholesale
- recordings contact person
- Motor Vehicle Salesperson

Earnings

\$12.00-\$38.46/hour

Median: \$24.04/hour or \$50,138/year

Workforce Characteristics:

- In BC 19,100 workers are employed in this sector
- 66% work mostly full-time
- 78% are male, 34% are female
- 6% are 15-24 years
- 44% are 25-44 years
- 46% are 45-64 years
- 5% are 65 +

Skills

- Methodical
- Numerical Ability
- Verbal & Written Comprehension
- Manual Dexterity
- Social



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Education, training and qualifications

- Completion of secondary school is required.
- A university degree or completion of a college or other program may be required.
- Experience in sales or in an occupation related to the product or service is usually required.
- Fluency in a foreign language and/or foreign country work or travel experience may be required for sales representatives seeking employment with companies that import or export goods or services.
- Supervisors and senior sales representatives require experience.
- Voluntary certification is available from the Canadian Professional Sales Association.

Motor Vehicle Salesperson Certification Course (Surrey and Victoria, BC) \$520.00
<http://mvsabc.com/salespeople/courses/salesperson-certification-course/>

Webinar: <http://mvsabc.com/pdf/fpg/webinar-series-requirements-and-agenda/>

New Salesperson FAQ
<http://mvsabc.com/salespeople/licensing/new-salesperson-faq/>

BC's motor vehicle sales sector is valued at \$10.7 billion; it does not have its own NOC code.

Automotive Retailer Association
www.ara.bc.ca

Motor Vehicle Sales Authority of BC
<http://mvsabc.com>

New Car Dealers Association of BC
www.rvda.bc.ca